A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 26, 1964

Venezuela's development program

page 2

Business Bulletins *from around the world*

ANGOLA—$900,000 glazed tile plant, owned by Companhia de Ceramicas de Angola, opens near Mababas, 40 miles north of Luanda. Plant employs 150; has capacity of 12,500 pieces a year.

BELGIUM—Government borrows $16.5 million from Morgan Guaranty Trust Co. Loan to be repaid in nine quarterly payments, first falling due nine months after date of issue, with balance reimbursable 35 months after issue date.

Farmers believed to have harvested record wheat crop in 1964, estimated at 850,000 to 900,000 m.t. Large crop due to increased acreage, ideal weather conditions throughout growing, harvesting seasons.

BENELUX—20th anniversary of agreement by Netherlands, Belgium, Luxembourg to form customs union (BENELUX) marked last month. Other accords reached by these countries, most significant being agreement to create complete economic union.

CONGO (Brazzaville)—Imports from U.S. in 1963 totaled $4.3 million—74% increase over 1962 level of $2.5 million. Principal purchases from U.S. were well-drilling equipment, tractors, trucks, used clothing, steel construction material, spare parts for locomotives, lubicating oils.

EL SALVADOR—To facilitate, simplify foreign trade procedures, Government announces all customs duties, both export, import, can be paid at any of country's commercial banks. No charge for this service, scheduled to take effect this month. Innovation should prove especially helpful in expediting payment of bills by importers.

FRANCE—1964 corn crop forecast at only 1,966,480 m.t., sharply below 1963's 3,715,500 tons. Imports probably will be substantial during 1964-65 marketing year.

Sales of Paris department stores for the first 8 months of 1964 rose 3.5% over the comparable period of last year, a considerable slowdown from 1963's 13.5% gain. The slackening is attributed partly to weakening demand for textiles and clothing and growing competition from variety chains.

Due to sharp reduction in milk production, stocks, 5,000 m.t. each of butter, non-fat milk powder to be purchased on international market for delivery before November 1. Imports to be released on domestic market during winter of 1964-65.

INDIA—The wholesale price index (March 1953=100) was 150.4 in July 1964 compared with 146.7 in June and 135.5 in July a year ago.

The Minister for Steel and Mines has stated that only the best of 3 pre-determined sites—Neyveli-Salem (Madras), Bailadilla-Visakhapatnam (Andhra Pradesh), and Goa-Hospet (Mysore)—would be chosen for the location of the proposed steel plant in the south.

ISRAEL—Production by Lapidot Oil Co., Country's only crude producer, amounted to 160,000 tons of crude valued at $3 million for 1963-64. Total crude reserves estimated at four million tons.

LIBYA—"Tide" detergent manufactured by Libyan Soap and Chemical Co. in cooperation with Proctor and Gamble. New $570,000 factory, using imported basic chemicals, to be capable of supplying all country's household detergent requirements.

MALAYSIA—Chase Manhattan Bank to open branch bank in Kuala Lumpur in near future. Chase bank opened in Singapore earlier this year. New branch to be third U.S. bank in Kuala Lumpur, joining First National City Bank of New York, Bank of America, which also have branches in Singapore.

Fourteen automobile manufacturers apply for permission to set up assembly plants here. Australian subsidiary of Chrysler Corp., British subsidiaries of Ford, General Motors were among applicants. Government committee set up to consider applications. Government to declare Motor Vehicles and Parts pioneer (tax exempt) industry.

NETHERLANDS—Balance of trade deficit for first half 1964 rose to $938 million, 61% increase over like period 1963. Rise mainly accounted for by increased imports of tubing for pipelines, crude petroleum products, aircraft, automobiles, iron and steel products, grains.

Cost-of-living index rose 4.6% during first half 1964.

DAF motor company produced 50,000th commercial vehicle in July. Over 26% of DAF's commercial vehicles exported.

A new harbor, "Flushing East" was opened in September on the Schelde River. The port will soon be accessible to ships of 100,000 DWT.

Both Socony Mobil and Nederlandse Aardolie Maatschappij (jointly owned by Royal Dutch Petroleum Co. and Standard Oil Company of N.J.) have announced gas strikes on Ameland Island north of the Dutch mainland.

NEW ZEALAND—The New Zealand European Shipping Association has increased freight rates on New Zealand exports of wool and sheepskins 10% and on all other non-refrigerated exports 5%. Recently, the freight rates on refrigerated exports were also increased 5%. Freight rate increases on goods exported to the U.S. Gulf or East Coast enroute to the United Kingdom will continue to be about one cent per pound above the basic United Kingdom rate.

SOUTH AFRICA—Third issue of general merchandise import permits authorized for balance of 1964 to meet anticipated demand for imported merchandise during coming Christmas season. Additional allocation to bring merchandise import permits for 1964 to 20% above 1963 level. Additional 10% allocation also authorized for importation of textile piece goods.

SWITZERLAND—Ampex Corp. of Redwood City, Calif., establishes subsidiary in Lugano. New firm, called Ampex S.A., to manufacture, sell video tape recording, reproduction equipment. Another Ampex subsidiary, Ampex International S.A., located in Fribourg.

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the cover

The production of sisal is not one of the most important agricultural crops in Venezuela, but it is an old one and typical of the region. The report on the Venezuelan market, starting on page two, indicates the prospects for U.S. exporters are better than ever in this rapidly improving economy, and while the U.S. now accounts for about 55% of Venezuela imports, other countries are increasing their share.

International Commerce

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13 Companies in latest 'E-for-Export' award group sell varied products abroad, from rock rippers to turkeys; efforts help export drive

14 Neil Hurley talks to Mrs. Eugenie Anderson, U.S. Minister to Bulgaria, who serves in an austere outpost 'with faith as strong as the Marines'

15 Fourth annual session of LAFTA held; members consider further tariff reductions; Venezuela may not join now; trade increase disappointing

20 Machine tools, building materials, tires among vast number of U.S. products which are sold abroad; photos show international trade activity

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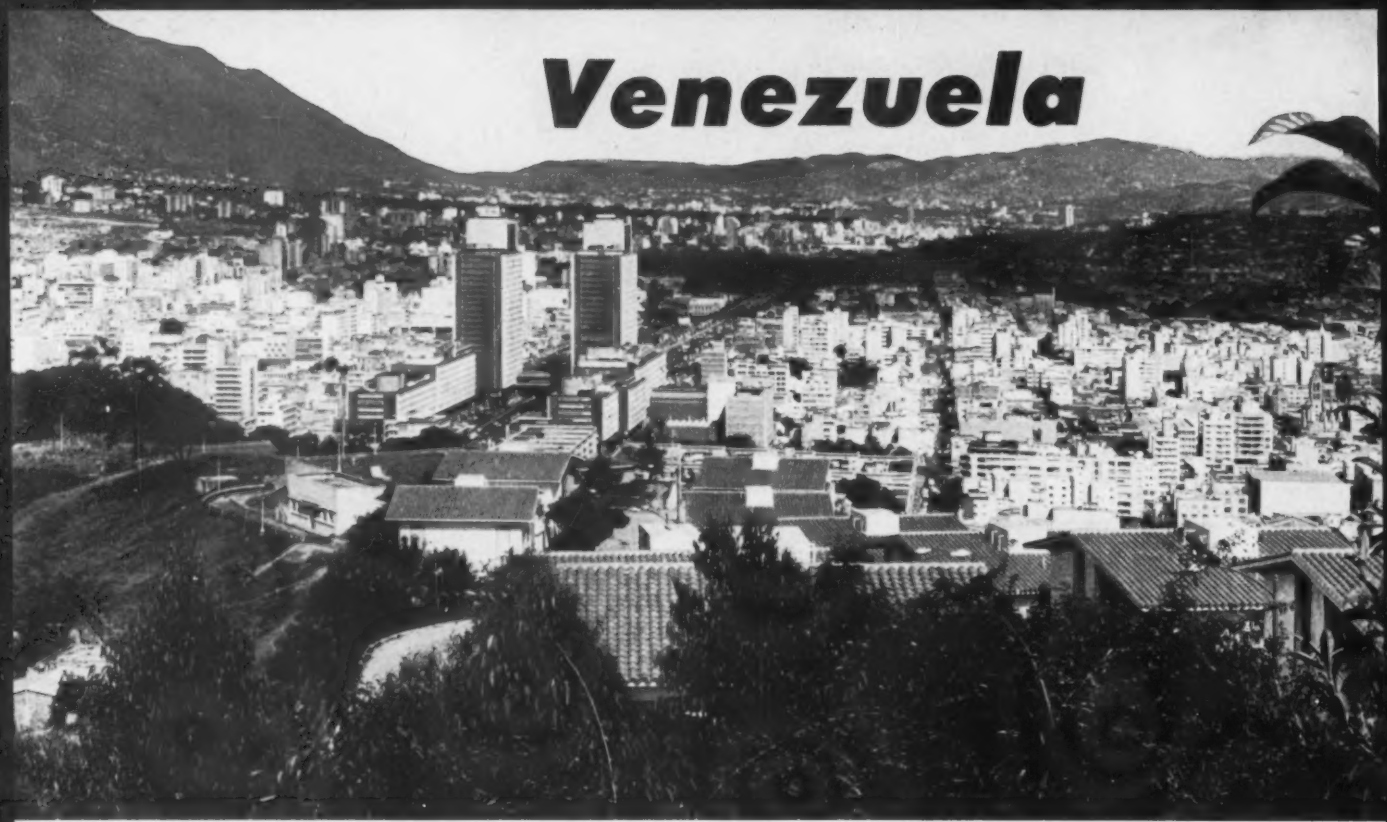

BUSTLING CARACAS is the capital of Venezuela. In the country's Guayana region, ambitious development is underway, with emphasis on heavy industry.

Nation drives to diversify

1963-66 plan sees 70% increase in manufacturing, power, construction

By GLENN GARRISON
Editor, Clipper Cargo Horizons
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A number of factors are contributing to the economic confidence evident in Venezuela today and to prospects for the country's continued importance in the world trade picture.

Venezuela, ranked first in Latin America in the value of its foreign trade, is in the midst of a second national plan to expand and diversify its industry and to bring economic and social gains to its citizens. The 1963-1966 Plan calls for a 7.9% annual increase in gross national product and a 4.8% boost in per capita income—one of the highest growth rates in the world.

The country's GNP last year totaled about $6 billion, a rise of about 7%, and government experts predict an 8% rise for 1964. Per capita income already averages about $600 a year, highest in Latin America, but inequity of distribution is exceptionally high. Half the total income goes to about 12% of the population of eight million. One goal of the Plan is to change this distribution.

A major objective of Venezuela's industrial drive is to reduce the country's dependence on oil, which accounts for about 25% of its national product and more than 90% of its exports. Thus the current Plan anticipates a moderate 17% increase in oil production over the four years, contrasted with a 70% increase in industry, including manufacturing, power and construction.

More capital goods needed

This big industrial expansion is of strong importance to exporters in other countries since capital goods will provide the fastest-growing import category in Venezuela in the immediate future.

Oil-rich Venezuela grew economically at a rapid rate—about 8% a year—during most of the 1950's, culminating in the boom year of 1957. After that, developments in the world oil markets, political instability and other factors combined to heighten an economic recession which lasted through the 1958-61 period. Annual balance of payment surpluses turned into deficits.

By last year, however, confidence had been restored and Venezuela recovered from its recession. Its budget is balanced despite heavy expenditures for its development plans. Its foreign trade situation is excellent. As of June 30, the Central Bank held about $770 million in official gold and foreign exchange reserves—higher in total than any other Latin American country and higher per capita than the United States.

Last December, because of an election fraught with fears of terrorist disruption,

was a critical point for the country in terms of economic confidence. But the election and change of Administrations was accomplished successfully.

"Everyone sighed with relief, and now we're collecting the fruits of the political stability," an economic official remarked recently.

Production spurts

Overall industrial growth in Venezuela this year is estimated at 15% by government officials. In the past five months, they say, industrial production is up 20%; production of automobile and transport products, up 127%; metallurgy, up 58%; hides, up 35%; electrical equipment, up 31%; cement, up 20%. Investment in construction is up by $18 million for the first half of this year.

The country's imports of a wide variety of goods, spurred by demand created by the oil boom, rose about 17% annually during the 1950-57 period. Total for 1957 was $1.8 billion.

In recent years, efforts to make Venezuela more self-supporting industrially have included import restrictions and import substitution programs for domestic industry. Last year, imports totaled about $822 million.

Import trend upward

This is still a big market for foreign goods, and the 1964 trend is up again for imports. The total will climb some 10-15% this year, according to estimates.

The United States is Venezuela's biggest trade partner, accounting last year for about 55% of Venezuela's imports and 45% of its exports. Among other major suppliers to Venezuela are the United Kingdom, Germany, Italy, Canada, Japan and France.

Mexico, hitherto unimportant in Venezuela's import picture, jumped last year to a 1.3% share in the market, selling copra, sesame seeds, asbestos tubes, alloys, chemicals, kitchen ranges, movies, pharmaceuticals, printed matter for educational purposes and metalworking machinery, among other products.

Japan, doubling its exports to Venezuela in the past five years, had 4.4% of the market in 1963. Japan has sent a stream of trade missions to the country and an active Japanese commercial colony exists in Venezuela. Japan is selling transistor radios, cameras, television sets, tape recorders, microscopes and other technical equipment.

Canada's exports to Venezuela also have been on the rise. On the other hand, European countries have been losing ground.

Entry into LAFTA seen

A development of great potential importance in Venezuela's foreign trade situation is its probable entry into the Latin American Free Trade Association, or Common Market (LAFTA). Present members are Argentina, Brazil, Chile, Mexico, Colombia, Ecuador, Paraguay, Peru and Uruguay.

Venezuela's need to expand its exports of products other than the traditional oil, iron ore, coffee and cacao is increasing as its new domestic industries develop capacities beyond the needs of the local market. Efforts to this end include the work of the two-year-old Exporters' Association, a private organization supported by the government.

The association now has about 100 member firms. Its major objective is to find new markets for Venezuelan goods, and already such products as fruits, shoes, canned foods, shrimp and tobacco are finding new outlets.

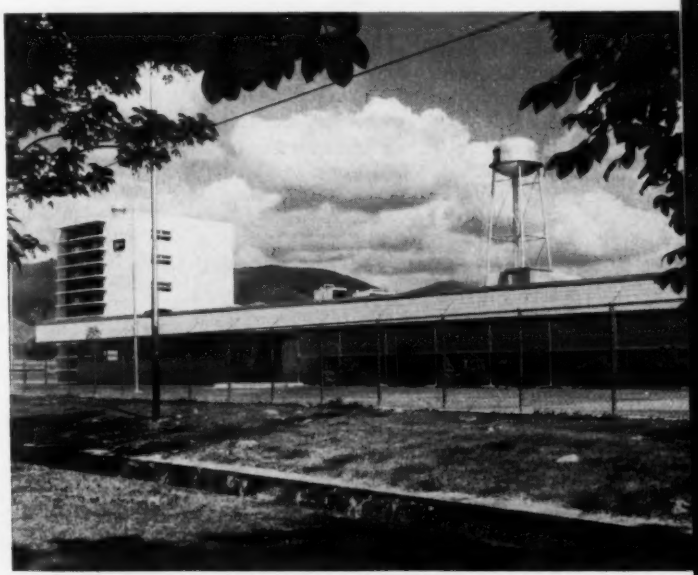
To develop Guayana region

Venezuela's relations with the LAFTA countries may be influenced substantially by one of Venezuela's most ambitious development programs. This is the plan, already well under way, to develop the rich Guayana region into a great industrial complex with the emphasis on heavy industry.

Success of this development could establish Venezuela's position as a net exporter of metals and metal products, electro-chemicals and heavy machinery, and as a net importer of other machinery and equipment. Of course, such development would affect Venezuela's trade relations with many countries other than LAFTA. During the build-up of Guayana's resources, the project will provide export opportunities for many kinds of materials and products.

The vast Guayana region covers about a fourth of Venezuela's area but contains only about 3% of the country's population. Its rich resources include iron ore, manganese, nickel, industrial diamonds, gold, forestry and fishing potential, and hydroelectric potential said to be the

NET FOR THE FISHING INDUSTRY is made in Maracay, Aragua State.



NEW BUILDINGS RISE in Venezuela. This is pharmaceutical lab.

RIPE FOR HARVEST, tobacco falls to field hand's knife on plantation.

MACHINERY FOR TEXTILE PLANTS like this is among country's major imports.

greatest of any single river system in the Western Hemisphere.

A government-owned steel mill is in operation in the region, as is a new petrochemical complex, and other projects are underway and planned. Ten percent of Venezuela's national investment for the next several years is earmarked for Guayana development, which in turn is expected by 1975 to be producing a fifth of the country's gross industrial product and a fifth of its exports by value.

A new city, Santo Tomé de Guayana, is rising at the confluence of the Orinoco and Caroni rivers in the region. Its population is expected to reach 400,000 by 1975.

Bursting at the seams

The Guayana development is linked with Venezuela's plan to distribute economic activity and population more equitably over the country. Bursting-at-the-seams Caracas, the nation's capital, now houses in its metropolitan area about a fifth of Venezuela's people and an even higher proportion of its total income.

Among other projects, the overall plan calls for some 260,000 new housing units, requiring a production increase of 150% over the four-year period. Also planned are continued increases in highway construction, and extensive programs for bigger and better educational and sanitary systems.

Venezuela's development program is expected to result in a 22% annual increase in the import of capital goods over the four years of the current Plan. Machinery and transport equipment will lead the list—only a small amount of these products are now produced locally. About $180 million in machinery, accessories and tools alone were imported last year.

These imports included drilling equipment, water and gasoline pumps and accessories, dollies, elevators, excavating and leveling machinery and accessories, machinery and accessories for paper, graphic arts, textile, dairy, food-processing, sugar refineries, bakeries, tanneries, shoe, cigarette and pharmaceutical industries; sewing machines; industrial air conditioners; refrigeration plant and freezers, air pumps; ovens and industrial furnaces; ball bearings; gasket and pressure regulators. Leading suppliers were the U.S., West Germany, the United Kingdom, Italy, The Netherlands and Japan.

Electrical machinery imports were off somewhat last year, but new dam projects in the Guayana region should provide new demands for this import category. It includes generators, electric motors, transformers, rheostats, bulbs and many other items for industrial and household use.

In general, machinery and transport material lead the import list, followed by manufactured goods, foodstuffs, chemical products and raw materials except combustible.

Creates new demands

Development of domestic industry to replace imports cuts off import demands for some products, of course, but often creates new demands. For example, Venezuela, a former importer of shoes, now manufactures more than enough for the domestic market and is exporting them. But as the shoe industry has developed and produced a wider variety of lines, certain leathers are now needed in production which must be imported.

An upcoming trend in Venezuela is establishment of intermediate industries, between the heavy and light industries. Equipment will be imported to provide production facilities for these industries. Metalworking is an example.

Modern air transportation links Venezuela with markets of the world. Among the products imported by air into Caracas are synthetic textiles, cosmetics, electrical appliances, auto and tractor parts, agricultural implements, pharmaceuticals, computers, office machines, sporting goods and toys from the United States; watches, computers, toys, pharmaceuticals and office machines from Europe; radios, jewelry, optical goods from Japan; movies, books and pharmaceuticals from Latin America.

From Caracas, cigarette filter tips fly to Guatemala; shrimps and lobsters, records and furniture to the United States; records to Europe; pharmaceuticals to Latin America; tomatoes to Canada.

The accompanying article is reprinted, with permission of the editor, from the October issue of Clipper Cargo Horizons, *published monthly in six languages by Pan American World Airways, Inc. Pictures also from Pan Am.*

Duty-free quota increased

The European Economic Community Commission has increased the Belgium-Luxembourg 1964 duty-free quota for ferro-chrome (73.02 E I) from 3d countries from 3,000 metric tons to 5,600 metric tons.

The duty-free quota for ferro-molybdenum (73.02 H) has been raised from 250 mt. to 430 mt.

World market report

Worldwide purchase of U.S. goods intensifies as countries need more imports

A majority of the 40 major trading countries for which data are presented in the accompanying table purchased a greater share of their supplies in the United States in the last 12 months than in the preceding 12 months. Continuing the trend started earlier this year, the accelerated purchases of U.S. goods ranged from foodstuffs and crude materials to manufactures.

Sustained expansion in economic activity, coupled with growing consumer incomes, has intensified the need in foreign countries for imported raw materials and capital goods as well as for durable and nondurable consumer products from all sources.

Import expansion widespread

For almost all countries, industrial and primary producing countries alike, total purchases from abroad continued at a brisk pace. Countries registering the greatest expansion in imports were Israel, Japan, and the Philippines, with increases ranging from one-quarter to one-third in the last 12-month period for which data are available.

Large imports of ships and of diamonds for cutting and reexport accounted for the increase into Israel. With Japanese production at record levels, imports of industrial raw materials, especially for the booming steel indusry, expanded sharply. Japanese purchases of foreign grains also were stepped up to compensate for a poor 1963 harvest. Rising earnings from exports of major Philippine products enabled that country to finance sharp increases in its imports compared to the previous 12-month period.

Among the countries of the Organization for Economic Cooperation and Development, only Turkey, because of insufficient foreign exchange and a business recession, curtailed foreign purchases. Total imports into two of the leading Latin American countries decreased this year. The 15% decline in Argentina's imports was influenced by the suspension of machinery purchases from November to May. The lesser 4% drop in Brazilian imports reflected continued economic difficulties in that country.

Strict Korean import controls and the devaluation of the *won* in May led to a limitation of purchases from foreign sources, and caused imports to return to a more normal level after their exceptionally high 1963 rate.

Imports from U.S. climb

More than a quarter of the countries listed in the accompanying table have expanded their imports from the United States by 25% or more in the last 12 months. France and the Netherlands led the industrial countries in their expansion of purchases of U.S. goods, with increases of almost one-third. The rise in Dutch and French purchases, as well as those from Japan and Sweden, were broadly based. In the first 6 months of this year Swedish imports from the United States grew to a record $200 million.

The Greek expansion of 44% in imports from the United States was mainly the result of substantial increases in purchases of capital equipment and foodstuffs. The 40% increase in Portuguese imports was concentrated in wheat, cotton, and iron and steel products. The United States became Portugal's principal source for steel as a result of supplying structural steel for the Tagus bridge.

The accelerated rate of increase in British imports from the United States was almost double that from the world. Imports of industrial materials, especially steel, and of machinery, mainly nonelectrical, rose rapidly.

Demand for U.S. goods in Asian countries has also been strong. Hong Kong imports from the United States gained considerably after last year's poor showing, with purchases of U.S. cotton, plastics, soybean oil, and fruit growing markedly.

Special conditions

The reduction in imports from the United States recorded by half a dozen countries in the last 12 months was primarily attributable to special conditions rather than to a deterioration in the U.S. competitive position in those countries.

The 3% decline in Indian imports from the United States, indicated in the attached table, is known to be overstated since goods imported by the Government of India are not promptly recorded. According to U.S. data, our exports to India in the 12 months ending June, as compared with the previous 12 months, have risen, primarily because of larger shipments of wheat supplied under the Food for Peace program and of AID-financed steel and machinery.

Yugoslavia, on the other hand, cut its purchases of wheat, because of a good harvest last year, causing imports from the United States to shrink. The decrease in German imports from the United States continues to be caused by much smaller purchases of defense items.

Reserves stronger

Gold and foreign exchange reserves for two-thirds of the countries covered in this report stood higher at the end of June than a year ago. The Federal Republic of Germany, France, and Australia, each of which accumulated the equivalent of more than half a billion dollars during this period, experienced a steady quarter-to-quarter climb in reserves. All three had a considerable inflow of foreign capital; Germany and Australia, in addition, had favorable balances of trade. In Spain earnings on tourism, inflow of foreign investment funds, and emigrant remittances more than counterbalanced a sizable trade deficit.

The developing countries, with only a handful of exceptions, shared with most developed countries in the increase in foreign exchange holdings. The Latin American countries were able to rebuild their foreign exchange holdings because of rising export earnings as a result of strong prices for their principal industrial raw materials and foodstuffs and because of limited imports. Between June 1963 and June 1964, Peru's foreign exchange holdings rose by more than 50% and Argentina's by 44%. Gains for Chile, Venezuela, and Mexico ranged from 29 to 17%.

Among the key industrial nations, only Italy suffered a considerable loss of reserves during this period; however, its balance of payments situation improved after the first quarter of the year. Since April, Italy has been slowly accumulating foreign exchange again. Exports have gained momentum, and by August the shrinking Italian trade deficit had turned into a surplus. For the United Kingdom, on the other hand, although reserves at the end of this June were almost unchanged from June of 1963, they had declined by more than $100 million at the end of August.

BUREAU OF INTERNATIONAL COMMERCE

Quarterly world

(Imports of the 40 world markets shown below totaled $109 billion in 1963, or 87% of all foreign

Values in millions of dollars

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
United Kingdom	13,496	1,399	10.4	July	9,027	975	10.8	+14	+22	3,208	3,196
Germany, Fed. Rep.	13,094	1,988	15.2	June	6,855	955	13.9	+ 8	− 2	7,213	7,857
France	8,732	901	10.3	July	6,073	698	11.5	+19	+30	4,693	5,284
Italy	7,539	1,028	13.6	July	4,545	640	14.1	+14	+17	3,521	2,864
Japan	6,737	2,078	30.8	Aug.	5,299	1,598	30.1	+26	+26	2,082	1,937
Canada	6,618	4,486	67.8	June	3,737	2,639	70.6	+15	+14	2,701	2,568
Netherlands	5,966	649	10.9	July	4,172	460	11.0	+21	+31	2,036	2,009
Belgium-Luxembourg	5,112	472	9.2	June	2,971	260	8.8	+19	+14	1,889	1,950
Sweden	3,389	341	10.0	June	1,894	200	10.6	+13	+11	791	813
Switzerland	3,255	281	8.6	July	2,117	191	9.0	+12	+14	2,707	2,955
Australia	2,782	593	21.3	July	1,852	441	23.8	+10	+26	1,502	2,013
India	2,376	781	32.9	June	1,125	331	29.4	− 7	− 3	607	585
Denmark	2,120	189	8.9	July	1,482	119	8.1	+14	+ 4	317	515
Spain	1,955	320	16.4	June	1,084	179	16.5	+18	+10	1,036	1,265
South Africa	1,868	315	16.9	Jan.	189	35	18.5	+17	+26	723	744
Norway	1,821	125	6.9	June	947	78	8.2	+ 8	+14	356	368
Austria	1,675	79	4.7	June	894	51	5.7	+ 7	+ 9	1,106	1,221
Malaysia[1]	1,648	93	5.7	Apr.	456	30	6.6	− 2	+ 6	914	918
Brazil	1,487	457	30.7	June	604	183	30.3	− 4	−14	302	[2]318
Hong Kong	1,297	137	10.6	June	743	92	12.4	+18	+28	([3])	([3])
Mexico	1,240	851	68.6	July	850	578	68.1	+16	+12	434	506
Finland	1,208	74	6.2	July	850	55	6.6	+16	+16	303	380

market report

country imports; U.S.-supplied imports amounted to $21 billion or 88% of all imports from the U.S.*)

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of second quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
Yugoslavia	1,057	186	17.8	June	660	70	10.6	+23	−36	72	65
Argentina	981	242	24.6	July	568	133	23.3	−15	−24	169	244
Venezuela	968	523	54.0	....	....	....	....	−12	− 9	635	776
U.A.R. (Egypt)	916	250	27.3	Mar.	191	58	30.4	+22	+47	220	[4]233
New Zealand	903	85	9.4	June	458	43	9.3	+18	+22	237	247
Pakistan	889	386	43.9	June	447	175	39.2	+16	+20	335	293
Greece	803	83	10.3	June	397	49	12.3	+21	+44	300	294
Philippines	730	299	41.0	Apr.	342	136	39.8	+35	+22	88	[4]100
Turkey	692	211	30.5	June	295	82	27.9	− 1	+17	179	133
Israel	675	185	27.4	July	501	129	25.8	+24	+12	538	576
Portugal	651	58	8.9	July	407	47	11.5	+12	+40	783	[5]857
Chile	638	224	35.1	Mar.	129	49	38.3	+15	+ 7	75	97
Nigeria	580	50	8.6	Jan.	59	3	4.5	+ 5	+20	276	225
Thailand [6]	578	102	17.7	Mar.	169	32	19.0	+18	+32	568	[2]576
Korea, Rep.	560	284	50.7	July	218	107	49.1	−10	− 8	111	134
Peru	557	208	37.3	June	285	117	41.1	+ 3	+10	111	170
Colombia	501	260	51.9	June	292	148	50.8	+18	+18	126	122
Morocco	443	44	10.0	June	229	25	10.9	+ 8	+28	162	62

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Malaya and Singapore only.

[2] End of fourth quarter 1963.

[3] Not available.

[4] End of first quarter 1964.

[5] End of May.

[6] Port of Bangkok only.

* Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.

International Monetary Fund, **International Financial Statistics.**

More phones ring in Iraq

U.S. firm supplies transportable exchanges to ease acute problem in communications

A combination of business desire, ability to determine and analyze the customer's problem and a product that uniquely meets the need brought a contract from the Republic of Iraq to a U.S. communications manufacturer.

Stromberg-Carlson division of General Dynamics, Rochester, N.Y. has now delivered three mobile telephone exchanges to Iraq. The circumstances of the firm's obtaining this contract in a market which it never before had penetrated led INTERNATIONAL COMMERCE to ask company officials how they met competition abroad and what difficulties were encountered.

The need for additional telephone equipment in Iraq has been acute. Baghdad, which has a 1.2 million population, is served by only 45,000 telephone lines. Thousands of businesses and residents are on waiting lists for telephone service.

New permanent telephone exchanges have been under consideration for some time. But, while regular telephone exchanges would answer the requirement for telephone service, they would not meet the country's acute need—a method of providing some relief to the critical telephone problem as soon as possible.

Mobile exchanges proved to be the answer to Iraq's problem. From order to operation would take less than a year.

MOBILE TELEPHONE EXCHANGE is lowered into freighter's hold for shipment from New York to Baghdad.

The Iraq Posts, Telegraphs and Telephones Administration will use these mobile exchanges, which provide 2700 telephone lines of service, at sites where permanent telephone exchanges will be erected.

The mobile telephone exchanges are housed in air-conditioned 37-foot trailer vans that can be taken to a location and almost immediately placed into operation. Only cabling for external telephones and power has to be added.

A plug-in connection is provided for the power. The van is humidity-controlled to assure long life and reliable operation of the exchange under severe atmospheric conditions.

First time

Stromberg-Carlson has installed telephone exchanges in many countries. However, this represents its entry via a major telephone contract into the Middle East. Furthermore, United States funds were not required.

T. C. Thompson, vice president; Charles F. Cheney, director of planning, and C. H. C. Bon, export manager, all of Stromberg-Carlson division, and T. D. Laven, of the General Dynamics European office, were instrumental in negotiating the contract.

This is what they told INTERNATIONAL COMMERCE.

Q. How was word of the opportunity for a sale in Iraq obtained?

A. Preliminary information was provided to all U.S. manufacturers by the Communications Industries Division of the Business and Defense Services Administration of the U.S. Department of Comerce, after receipt of information from the State Department.

Q. Why was Stromberg-Carlson interested in this business?

A. Stromberg-Carlson has experienced a tremendous growth since World War II. Its domestic business increased rapidly in this period and this momentum carried the division into the international marketplace. More than 3800 telephone exchanges throughout the world now use the firm's systems.

Q. Did the firm seek information from sources other than BDSA?

A. In addition to their regular business sources, division personnel made several trips to Washington to discuss political,

economic and monetary questions with government personnel.

The Iraq desk of the State Department provided general information concerning the Middle East. The Export-Import Bank provided information on possible financing arrangements. Other government agencies, especially the Bureau of International Commerce, provided guidance and counsel.

Q. What initial steps were taken to ascertain the applicability of products?

A. Two Stromberg-Carlson officials visited Baghdad to discuss the program with leaders of the Iraq Posts, Telegraphs and Telephones. Requirements were determined and a program was developed.

The firm then sent a team of three engineers to the Middle East to check system design and problems that might be encountered in interfaces between Stromberg-Carlson equipment and the present installed telephone equipment which is of British and Russian manufacture.

Q. In selecting the first men to go abroad, what factors were taken into consideration?

A. The officials who went abroad were throughly familiar with the capabilities of the firm's equipment and were well versed in determining the needs of customers.

In selecting the engineering team, the division named three men who are highly skilled in equipment engineering, systems engineering and telephone traffic problems. One of the three formerly lived in the Middle East and could speak Arabic.

Q. Do you have an overseas representative?

A. The corporation maintains offices abroad and utilizes agents in several countries. In recent years foreign markets have been broadening and increased efforts have been made in this direction.

Q. How many trips abroad were needed?

A. After the initial visits by top personnel and by the engineering team, two more trips were made. The Government of Iraq needed telephone equipment immediately to meet the acute requirements, but most telephone exchanges require years to build.

The firm convinced the government that this mobile equipment would uniquely meet the situation and make it possible to get new exchanges into operation more quickly than otherwise would be possible.

Q. What form did the proposal finally take?

A. Having convinced the technical people that the mobile equipment would provide the services desired, the firm made a formal proposal to the director-general. In this proposal complete technical information was presented, together with supporting data.

Detailed specifications were provided so that the Government of Iraq could itself determine whether the equipment would meet all its requirements.

Q. What was the advantage of this new equipment?

A. Iraq had a long waiting list for telephones and pressures were mounting to improve the critical telephone situation. These mobile switching centers could be placed into service as much as 24 months earlier than other kinds of telephone exchanges.

Requirements for building construction and the delays attendant thereto would be eliminated. The mobile equipment would be delivered as a plug-in unit (except for subscriber line cables), ready to go into service on arrival. Thus, immediate relief could be provided.

Q. What were the monetary or credit problems?

A. There were none. The firm proposed several alternatives to Iraq, and the government decided to write a letter of credit to Chase Manhattan Bank on the Bank of Iraq.

Q. Do you have any advice on the subject of international trade?

A. Experience and investigation indicate that U.S. companies can do business abroad by combining business desire with ingenuity, a product answering a specific need and competent personnel. Most important is sensitivity to the desires of the customer abroad and then response to them.

To do business in other countries today a company must determine exactly what the need is and then must find the best way of answering it. If the company has the ability to do this, it is well on the way toward successful international trade.

Iraqi drug monopoly issues retail price list

The General Drugs and Chemicals Imports and Distribution Company has issued its first wholesale and retail price list in which 160 products are covered.

The wholesale and retail prices appearing on the list reflect a 10% reduction from those prevailing prior to the monopolization of the drug trade by the recently formed government-owned company.

For a copy of this list, **write:** Chemicals and Allied Products Division, BDSA (6260), Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3394).

WORKMAN CHECKS WIRING inside 37-foot van which houses telephone exchange going to Iraq.

Virginians on trade trail

Roanoke conference spotlights agricultural markets, East-West opportunities

By STANLEY LICHTENSTEIN

Staff Writer

ROANOKE, VA.—Few if any of the nearly 400 persons attending the Sixteenth Annual Virginia World Trade Conference here were overawed by the international and national events which "broke" as the conference opened.

Conference leaders graciously abandoned any hopes they may have had for making the top half of newspaper front pages—which were taken over by the palace revolution in Russia, the change of regimes in Great Britain, the first nuclear test in Red China and the superheated U.S. presidential campaign. Not even the Cardinals' conquest of the Yankees caused any visible dismay, though there were rooters for both teams in the crowd. However, a conference session which had been scheduled for 2:30 p.m. was sensibly rescheduled to start "after the world series."

Railroad merger

One conference-eve headline event did not exactly came as a bolt from the blue. This was the much-heralded merger agreement of the Norfolk & Western, Nickel Plate and Wabash railroads, which was described by a featured conference speaker as more likely than any other single happening to "stimulate the development of the commerce of Hampton Roads ports. . . ."

In saying this, Rear Admiral David H. Clark, executive director of the Virginia State Ports Authority (VSPA), cited the organizational meeting in Richmond a week earlier of a VSPA committee appointed to weigh means of financing the Authority's facilities projects. "Finding a solution to this problem," he said, "assumes added urgency and importance with the approval of the . . . railroads merger, which will provide line hauls to Hampton Roads ports by a single railroad from many centers of commerce and industry formerly served by two or more connecting railroads."

Work at it

Virginia's improving transportation and port facilities, used by agricultural producers who master foreign-trade techniques, can help to open up "permanent, stable export markets," luncheon speaker Alden E. Flory contended. Flory, administrative secretary of the Virginia Farm Bureau Federation, said that obstacles such as tariffs, variable levies and non-tariff barriers can be surmounted through concentrated efforts by farmers and farm organizations, chambers of commerce, port officials, and State and Federal agencies.

He cited recent exports of Virginian feeder cattle to Europe after a half-century lapse as one of the hopeful signs. On the other hand, Flory pointed to lost opportunities like one which came to the Federation's attention last winter.

Wanted: lumpy sauce

"We were advised by our Rotterdam office that they could sell 100,000 cases of apple sauce if it met the specifications of the consumer. We discussed with our apple processors in the Valley the possibility of supplying 100,000 cases and they sent samples to Rotterdam. The word came back that they would have to change their manufacturing process so that they would end up with a more lumpy apple sauce.

"If the Europeans want lumpy apple sauce, then certainly the ingenuity of the American manufacturer and processor can develop an apple sauce lumpy. We could have sold 100,000 cases. The farmer had the apples, the apple processor had the facilities, and all we needed was to make what the consumer wanted."

Flory urged leaders in American industry, agriculture and government to work intensively in GATT (General Agreement on Tariffs and Trade) negotiations for a halt to the "post-war trend toward greater agricultural protectionism," particularly in the Common Market.

He called for careful attention to the maintenance of American prestige and integrity—hurt on occasion by incidents such as the "New Jersey soybean oil swindle" in Spain and the ending of Florida citrus shipments to Europe during the "big freeze" a few years ago.

"We can't continue to look at our export market merely as a dumping ground for excess production and then cut them off when we have a shortage," the speaker said. "They must be looked to as a constant and recurring business." Flory expressed his "firm conviction that there is a place for the State and Federal governments in serving as a liaison between the

NOT CLAIRVOYANTS, but penetrating observers, panelists Mora (moderator), Cerf and Nordemann (l. to r.) probe the future of East-West trade in discussion on conference's second day. Phil Flournoy photos.

PERSUASIVELY ADVOCATING automation as boon to man, General Electric's Rader talks at banquet.

buyer and seller" and in helping to improve buyer-seller relationships.

After Khrushchev?

The news from Moscow caused a certain amount of shuffling and adding to speech notes brought to the conference by the two panelists who discussed "The Future of Trade with Iron Curtain Countries," but neither Jay H. Cerf nor Ben Nordemann was disposed to make major changes in his appraisal.

Dr. Cerf, manager of the Foreign Commerce-Foreign Policy Department of the U.S. Chamber of Commerce, said that regardless of the precise combination of factors which may have brought about Nikita Khrushchev's downfall, we no longer have a bi-polar world consisting of the Soviet Union and a lot of obedient satellites on the one hand, and the United States with a group of allies eager to do its bidding on the other. Expressing doubt that such a concept ever had validity, he presented a case for giving up prevalent "myths" which interfere with the formulation of "a carefully designed doctrine of trade with the Communist bloc."

In his view, potential U.S. economic and political advances in the cold war are blocked by:

► The "myth" that immoral Communist negotiators are by nature better able to define their political and commercial interests than are moral Americans, "even when we swap our grain surpluses in exchange for worsening their gold shortage . . . or even if their scarce gold helps improve our balance of payments and worsens theirs, or even if we use their gold to build U.S. atomic submarines or to finance our overseas economic and military assistance programs, or even if the transaction also saves the U.S. taxpayer millions of dollars annually in grain storage fees, or even if the gold they sacrifice forces them simultaneously to reject hard-currency loan requests from Poland, Czechoslovakia and East Germany."

► A notion right out of "medieval demonology," holding that all merchants —Communist or capitalist—are immoral and that consequently U.S. firms interested in East-West trade "knowingly and willingly place profit above country."

► The "Communist monolith" theory, which holds that trade with one Communist nation invigorates all Communist nations, in spite of Moscow's displeasure over the U.S. trade agreement with Rumania and over the existence of offices of U.S. firms in Warsaw.

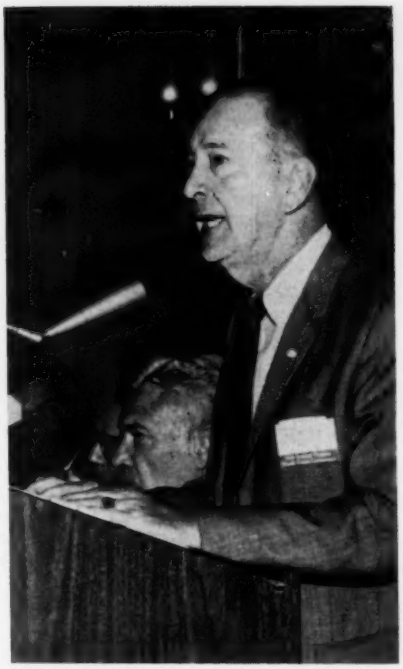
► The "wistful and badly mistaken notion" that waste, inefficiency and despotism in socialist dictatorships makes them economically unviable, and that a Soviet trade offer is therefore a "death rattle."

► The belief that U.S. allies can be made to "sell to the Communists only those goods of which we approve," provided that American authorities have "the will or the 'guts' to apply the heat."

► The theory that "They don't pay their debts," based on a confusion of war debts and obligations with commercial debts. According to Dr. Cerf, U.S. and British banking officials say that "in 40 years, the Soviets have not defaulted on commercial debt payments and . . . there is no comparable record of commercial debt repayment in either Latin America or Asia."

Dr. Cerf concluded that by abandoning these "misconceptions," the United States could bring into play an unused Cold War weapon which, through the development of commercial ties, might make it too risky for the Communists to "build walls." He reviewed for the conferees a recent 3-part Chamber of Commerce policy recommendation. This called for more effective intergovernmental cooperation in restricting trade in strategic items, denial of long-term credits, and removal of U.S. restrictions on non-strategic goods where the sole effect is to divert sales to U.S. allies.

Amsterdam-born Ben Nordemann, vice president of the Continental Grain Co. and a prime mover in last year's $125 million wheat sales to Russia, said he still



BREAKFAST SPEAKER was Adm. Clark, VSPA, outlining his State's new ports facilities program.

gets letters from people who cannot believe that the sales were on a cash basis. They were, indeed, he assured the audience, observing: "A cash transaction normally is the best evidence that a transaction has been beneficial to both parties."

The wheat sales, Nordemann argued, benefitted the U.S. economy "because we can easily replace that wheat." Not only did the transaction improve the U.S. balance of payments, he continued, but it created thousands of man-hours of work for Americans engaged in fuel, transportation and agricultural pursuits. "Stalin," according to Nordemann, "would have starved his people rather than accept the humiliating effect of buying wheat from capitalist countries."

Agreeing with Dr. Cerf that the stability of international relations requires an end to economic warfare, Nordemann said that East-West trade is already substantial, with signs pointing to further increases. But he warned that to seek political concessions as the price of trade "is another way of renouncing trade."

At the outset, panel moderator Michael M. Mora gave notice that he would be no colorlessly neutral presiding officer, but a vigorous participant in the discussion. He kept his word.

Mora, general manager of the Norfolk Port and Industrial Authority, held that international traders should operate under an 11th commandment—"Thou

CLOSER VANTAGE-POINT for an analytical look at Latin America is found by luncheon speaker James R. Greene, who came 500 miles from his New York office to the Roanoke conference. He is shown flanked by Capt. G. A. Massenburg (l.) of Virginia Pilots Ass'n and Robert Woodall of Norfolk & Western RR.

shalt get paid." He expressed a strong belief that U.S.-Soviet trade should be on current account rather than on credit with possible default.

At the same time, he said that the world must work out an international monetary solution. Money, he argued, should be used as a method of financing trade, not as "a sponge soaking things away."

Automation, trade

The relationship of automation to world trade was the theme of the conference's concluding banquet speaker, who presented the viewpoint of "a businessman, a manufacturer with three major plants in Virginia, a spokesman for a large corporation vitally interested in remaining competitive in a rapidly evolving technological and business environment."

If the United States is not to "decline into a second-rate nation" with increased unemployment and lower living standards, argued Dr. Louis T. Rader, it must automate as fast and as thoroughly as possible "under realistic and practical operating conditions."

Dr. Rader, vice president and general manager, industrial electronics division, General Electric Co., Charlottesville, Va., called it "no mere coincidence that the industries with the best balance of trade are also among the most highly automated, and that those who compete least successfully in the world market are among the least automated."

As a capsule history of American progress, he offered: "We capitalized; we mechanized; we electrified; and we grew!" Automation, he said, is the current phase of the industrial revolution.

Automation, far from creating 40,000 or more unemployed a week, as popularly assumed, actually swells employment rolls, Dr. Rader declared. He cited Aug. 1963-Aug. 1964 figures showing an addition of more than 1½ million people to the working force, while unemployment fell from 4.05 million to 3.8 million people. Between 1947 and 1964, he continued, employment rose 20% "at the very time that the United States has been on the biggest investment spree in history for new plant, new machinery, and new cost-cutting and labor-saving equipment."

Answer

Displacement of people, plants and companies, he said, can best be met through more rather than less automation. He pointed to what he said was a wealth of evidence that industries investing heavily in plant and equipment have the highest profits and most favorable export-import ratios.

"As a matter of fact, the General Electric Co. operates a total of 46 manufacturing plants, service shops and offices in the State of Virginia," Dr. Rader noted. "All . . . represent products and jobs that in one way or another depend on automation."

He added that numerical control involves automation equipment that can be exported to "stimulate not only our economy but that of the purchasing country as well"—as in the case of the 1964 purchase by Sweden's ASEA of 17 U.S.-made machine tools equipped with GE numerical controls, marking the largest corporate installation of numerical controls outside the United States.

SIGNED, SEALED membership certificate of the Regional Export Expansion Council is handed to Warren L. Braun, WSVA-TV, Harrisonburg, Va., by Commerce Department's E. E. Schnellbacher (r.).

Student forum

A lively student forum was held on the conference's concluding day, with E. E. Schnellbacher, assistant director of the Bureau of International Commerce, U.S. Department of Commerce, serving as moderator. Panelists from earlier sessions answered questions and exchanged views with the students.

Among other highlights were a talk on aids furnished by experienced "mother hen" companies to small potential exporters—given by Spencer Adams, export manager, Virginia Chemicals and Smelting Co., Norfolk—and an analysis of the overseas success formula of an "E" award-winning poultry-marketing firm, presented by Durwood Whitmore, sales manager, Rockingham Poultry Marketing Cooperative, Broadway, Va.

Austria exempts some coal, foods from equalization tax

Austria has exempted certain food and coal imports from the payment of the turnover equalization tax.

Commodities affected are: bananas, oranges, tangerines, and grapefruits (tariff number 08.01 and 02); fish (except anchovies and similar preparations) packed in oil only (ex 16.04-B); cocoa beans, raw or roasted (18.01-A and B); briquettes (ex 27.01); and briquettes of lignitic coal (ex 27.02-B).

These products had previously been subject to a 5.25% tax upon importation. This measure was taken in connection with the Austrian Government's price stabilization program.

Rock rippers and turkeys among products sold abroad by latest 'E' award winners

Visit some of the large strip mining and quarry operations in Italy, Peru, Bolivia and Venezuela and you might see the Kelly Ripper in operation.

The tractor-mounted machine manufactured by Crutcher-Rolfs-Cummings, Inc., of Houston, Texas, has been selling well in those four countries—in addition to increasing sales abroad of its pipeline equipment and cable layers.

For its efforts in the national export expansion drive, the company has won the President's "E-for-Export" award. At a ceremony Oct. 12 in Houston, Secretary of Commerce Luther H. Hodges made the presentation to Aubrey S. Crutcher, president.

The award was the first of seven to be presented during the Oct. 12-19 period. Others are as follows:

Improves efficiency

The H. D. Lee Co. of Kansas City, Mo., successfully introduced in the international marketplace "the American concept of clothing designed to improve the worker's efficiency on the job and provide more comfort and fun during leisure hours."

Senator Edward V. Long (D-Mo.) presented the award Oct. 14 at the company plant to Leonard W. Staples, president.

Varian Associates of Palo Alto, Calif., has combined technical excellence and aggressive marketing to sell highly sophisticated electronic equipment in world markets," according to the citation.

Roy L. Morgan, Director of the Office of Field Service, made the presentation Oct. 15 in Palo Alto to Dr. Edward L. Ginzton, president and chairman of the board.

The Kaiser Aluminum and Chemical Corp. of Oakland, Calif., a producer of primary aluminum and aluminum mill products, has significantly increased its sales aborad "by the vigorous introduction of new products into world markets and by entering into affiliations with foreign fabricators." This has resulted in "greater sales of United States aluminum ingots," according to the citation.

Under Secretary of Commerce Franklin D. Roosevelt Jr., presented the award Oct. 16 in Oakland to Russell Clayton, president.

The Smyth Manufacturing Co. of Bloomfield, Conn., has raised its overseas sales of bookbinding machinery "through constant quality consciousness, interchangeability of parts and technological advances in equipment capabilities."

Peter T. Jones, Deputy to the Secretary of Commerce, presented the award Oct. 19 to Charles E. Brainard, president at a ceremony in Hartford.

The Spaulding Fibre Co., Inc., has considerably expanded its worldwide business—especially exports of copperclad laminates, transformer pressboards, an automotive oil filter end cap material, and vulcanized fiber for bowling alleys.

Presentation

Neil C. Hurley, chairman of the National Export Expansion Council, presented the award Oct. 19 to Richard F. Oleksiak, president.

The Norbest Turkey Growers Association, of Salt Lake City, Utah, through an "alert and effective" promotion program featuring "high standards of excellence in product quality, packaging and market service," says the citation, has substantially increased its sales abroad of turkeys.

Mrs. Dorothy H. Jacobson, Assistant Secretary of Agriculture for International Affairs, made the presentation Oct. 19 at the Department of Agriculture to Herbert Beyers, general manager.

Further auto assembly plants prohibited by Colombia

The Colombian Government has decided not to authorize establishment of any further automotive vehicle assembly operations in the country.

There are currently two such operations. At the same time, the Government announced it would permit moderate imports of automotive vehicles from countries which have traditionally supplied the Colombian market.

Explaining its decision, the Government stated that the limited size of the market does not allow economic production of vehicles, that such vehicles would not be competitive in international markets, and that it does not have the foreign exchange necessary to provide resources for vehicle assembly plants.

The Government concluded with a warning to the assemblers already established that they must improve their efficiency and increase their use of locally manufactured parts and materials in order to turn out products at reasonable prices.

International Trade Winds

LINERBOARD—A large order for stock preparation equipment to be installed in a Mexican mill has been received by the Black Clawson Co. through its agent, Parsons & Whittemore, Inc. Papelera Texcoco, S.A., Mexico City, will produce kraft linerboard and corrugating medium, using a reconstructed paper machine from Canada. Black Clawson's Pandia/Shartle Division, Middletown, Ohio, is furnishing a 12-foot Vokes-type continuous Hydrapulper, 4 Hydrajordans, a 22-inch twin Hydradisc Refiner, 3 liquid cyclones, a 36-inch Classifier, a Prefiner, consistency regulators and 2 Selectifier screens. Medium-term Eximbank financing was arranged for the customer.

CONTROL SYSTEMS—A new manufacturing plant has been opened by Controls Co. of America (CCA) in Kasugai, near Nagoya, Japan, as part of CCA's joint-venture operation there. Oil heating controls and solenoids are being manufactured in the plant, with expansion planned "to include a substantial number of the other controls that we manufacture in the United States." Controls Co. of Japan, Ltd., is owned 45% by CCA and 55% by Chuyko Electric Co., Ltd., of Nagoya. CCA employs over 6,500 workers.

FOODS—H. J. Heinz Co. of Canada, Ltd., has dedicated a $9 million addition to its production facilities. High government and company officials attended the ceremonies in Leamington, Ont., marking the latest step in adopting up-to-date scientific methods of quality control and industrial sanitation. Heinz of Canada—founded in 1909—will pay $10 million this year in wages and $13 million for purchase of Canadian fruits, vegetables, meats and other ingredients.

AIR CARGO—The first jet-freighter flight to Belgrade, Yugoslavia, has been made by a Pan American Airways all-cargo Clipper to deliver a complete electronic computer system to the Yugoslav National Bank. The 65-piece, 44,977-lb. system was shipped by Sperry Rand's Univac Division.

RESTAURANTS—Canlis Charcoal Broiler, Inc., operator of restaurants in Honolulu, Seattle and Portland, Ore., is moving to establish eating places in London and Rome. A Canlis restaurant is scheduled to open at the Fairmont Hotel, San Francisco, in March.

Kuwait implements new agencies ruling

U.S. firms doing business in Kuwait must now be represented by local agents who are citizens of Kuwait or legal entities with Kuwaiti nationality.

A business can become a legal entity in Kuwait only if at least 51% of its assets are in the hands of Kuwaiti partners.

An especially significant provision of the new ordinance requires the Kuwaiti merchant to represent directly his foreign principal and prohibits his acting as local agent for the regional sales agent of the foreign principal.

The only exception to this prohibition is in the case of a Kuwaiti agent representing the local official representative of a foreign firm when that local representative does not act as local distributor for his principal.

The new agencies regulation will extend to all normal business operations except consulting and architectural work on State projects. Under a new Kuwait Planning Board policy (INTERNATIONAL COMMERCE, Aug. 24, 1964) consultants and architects for these projects must be free of any connection with local agents, sponsors, or correspondents.

For a copy of this law, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

German electronics dealer loses U.S. export rights

Germar Weiss, an electronics dealer of Frankfurt, Republic of Germany, has been denied all U.S. export privileges indefinitely for failure to furnish information requested about the disposition of U.S.-origin electronics equipment of strategic nature.

Weiss, who engages in export-import operations, is suspected of having shipped the equipment to Communist bloc countries in violation of the Export Control Act. The denial order was issued after an investigation by the Commerce Department's Bureau of International Commerce.

Under the sanctions imposed by the Bureau, validated export licenses in which Weiss has an interest are revoked; the denial extends to his successors, and other parties are prohibited from participating with him in export operations involving commodities or technical data.

Blue-eyed and faithful, the minister's a doll

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SOFIA, BULGARIA—It was cold as a custom inspector's welcome. Inside the Hotel Trimontium at Plovdiv, a community 100 miles from the capital, it was bleak and barren as Montana winter. There was hardly a picture to brighten a wall but a third-floor suite was as cheerful as a daiquiri, made so by its occupant, the Minister of the United States legation, Eugenie Anderson.

The minister to this country, where dark circles substitute for mascara around eyes of Bulgarian girls, had waited luncheon for a brace of late-arriving fellow citizens.

A long way from Redwing, Minn., Mrs. Anderson and her husband, John, a man who carries a 20-pounds-overweight interest in photography, bring grace and charm to this junior partner of the Soviet Union.

"Just do not mistake the natural warmth in her expression for tolerance," said an embassy official. "Those baby-blue eyes can turn icy as Siberian weather. Once, I swear, they changed momentarily to brown when an especially disturbing matter developed. Dark blue is just a warning signal."

Mrs. Anderson is a lady in the fine sense—more solicitous than the president's physician when Mr. Johnson catches cold, as thoughtful as the maitre d' at Le Grand Vefour in Paris, and pretty as a magnolia in springtime Charleston. She serves at this austere outpost with faith as strong as the Marines.

Ethiopia's Emperor Haile Selassie arrived in his Boeing 707 on a journey, for no clear reasons, through the Communist bloc. Mrs. Anderson stood two hours on the airport apron in blistering wind, worsened by freezing drizzle, to bid welcome to the Lion of Judah. Then she stayed for ceremonial obligations that would burden a Byzantine bishop.

Oftentimes femininity takes over. At a United States reception this week, she asked an aide to perform minor chores before guests arrived while she checked a main concern—the arrangement of canapes. Except perhaps for Mrs. Frances Willis, recently of Ceylon and Mrs. Kathryn White in Denmark, she is the only U.S. chief of mission in the world to put priority on the delicacies.

"The problem here is what to trade for hard currency," she said. "Bulgarian yogurt is the finest drink in the world, but how much yogurt can Americans drink? Trade must travel both ways, and while Bulgaria needs much from the United States, there is so little we may buy here. This is rose country, however, and rose oil for perfumes is exported in large quantities to good portions of the world."

Nonetheless, she pointed out, while Bulgarian trade with Western nations is $400 million annually, the U.S. share is only $1 million.

One evening the Minister, at a business reception, carefully coiffed and wearing a fashionable dress of green silk, stood before a standing, pushing crowd of 500, packed into a space small enough for a cloakroom.

In Bulgarian first, then translating herself into English, she spoke of her hopes for friendship and trade and of the willingness and ambition of her country to achieve both. She smiled often, always attractively, disarming and warm, and Bulgarians in attendance applauded long.

An American stepped to the stand when the crowd dispersed. "Madame Minister," he said, "you are a doll."

And she really is.

LAFTA 4th annual session now considering further 9-member tariff reductions

Conference of Latin America Free Trade Association opened in Bogota Oct. 20; Venezuela is not expected to enter group at this time; debate policy questions

The Fourth Annual Session of the Conference of the Latin American Free Trade Association (LAFTA) held its initial session in Bogota Oct. 20. The Conference, which is the supreme organ of LAFTA, is meeting to negotiate further tariff cuts among the nine-member organization and to determine certain policy questions.

The three previous conference meetings resulted in some 8200 tariff concessions. (INTERNATIONAL COMMERCE, Oct. 21, 1963 and Feb. 10, 1964.) Under the Treaty of Montevideo of 1960, which established the LAFTA organization, members obligated themselves to lower trade barriers by 8% in relations to barriers to third countries during each annual meeting on the national schedules. Also under the treaty members agreed to triennial negotiations on a common schedule and a meeting to negotiate this schedule has been in progress since last May 26.

Venezuela's entry

LAFTA's Executive Secretary, Alberto Sola, has indicated that the annual conference meeting will probably last as long as last year's conference which met for three months before it adjourned last Dec. 31. He indicated, however, that the conference will probably not be the occasion for Venezuela's anticipated entry into LAFTA.

The conference will also discuss the results of a September meeting of the Special High Level Technical Commission of LAFTA. The principal purpose of this group was to promote efforts toward economic integration of the LAFTA member countries through means other than tariff reductions, namely harmonization of economic policies. The delegates to the meeting were primarily high level members of the technical ministries of the various governments closely connected with LAFTA.

The extraordinary Conference on the Common Schedule, while technically still in session, is for all practical purposes suspended. LAFTA Secretariat sources report that, in view of the failure of the Special Conference to produce an agreement, the Common Schedule will have to be taken up at the Bogota Conference.

The major importance of the Common Schedule is that once a product is listed on it, it must be completely free of all tariffs and other restrictions by 1973. Once an item is on the Common Schedule, it cannot be withdrawn nor can concessions given with respect to such an item be lowered or withdrawn. This element of permanency is presenting a strong psychological barrier which is not present in the annual negotiations.

Potential investment stimulus

The LAFTA Secretariat reports that there is tentative general agreement on a list of items accounting for about 26% of intra-LAFTA trade and that there is another list of items which do not at present enter into intra-LAFTA trade. Although these items will not count in the 25% Treaty requirement, appearance of them on the Common Schedule could stimulate new investment in those industries. However, certain countries are insisting that an escape clause be made a part of the Common Schedule to protect agricultural products after the end of the initial 12-year period of the Treaty.

The Common Schedule is about the only provision of the Treaty of Montevideo not hedged with escape clauses. To add an escape clause for agricultural products included in the Common Schedule would diminish the chance that substantially all intra-LAFTA trade will be liberalized by 1973. This would not, however, affect the value of the Common Schedule for inducing investment in industrial products which appear on it.

The tentative list of items which will appear on the Common Schedule has not been made available to the press as yet.

Trade among the LAFTA countries has not been stimulated to the extent anticipated. Trade among the LAFTA members amounted to approximately 7% of these countries' total foreign trade between 1960 and 1962.

Pattern

In terms of absolute figures, exports of the LAFTA countries among themselves totaled $352 million in 1962 while imports were valued at $418 million. (The discrepancies in the values of exports and imports among the LAFTA countries are due to differences in the methodology used in the collection of statistics on the part of the member countries.) Data for 1963 indicate, however, that exports among the LAFTA countries rose to 7.7% ($425 million) of total exports while imports among the LAFTA countries rose to 9.2% ($525 million) of total imports. The major beneficiaries of increased exports between 1962 and 1963 were Argentina, Chile, Mexico and Uruguay.

Prior deposits reduced by Brazilian Government

The Brazilian Government has reduced the required prior deposit on most imports, and raised the surcharge on all exchange purchase contracts.

Used machinery and equipment was taken off Brazil's "Special" category import list and placed on the "General" category list.

The Brazilian Superintendency of Money and Credit (SUMOC) reduced the required prior deposit on imports from 60% to 50% of the value of the transaction. The surcharge on exchange purchase contracts was increased from 20% to 30% for both imports and financial transactions. (INTERNATIONAL COMMERCE, Business Bulletins, Aug. 24, 1964).

In another instruction issued by SUMOC used machinery and equipment imported by the end user was transferred to Brazil's "General" category import list. Prior to this instruction used machinery and equipment were included on the "Special" category list, with the result that, in addition to the purchase of exchange, importers were required to purchase a "promise of license," at public auction.

This, in most instances, made the effective cost of used machinery much higher than similar new equipment. With used machinery now on the "General" category list Brazilian firms may be able to take advantage of reduced prices on used equipment.

Visitors watch and listen

Approximately 1,050 persons all eyes and ears on opening day at Bangkok Center Show

At least 1,050 people in Bangkok were all eyes and ears on Sept. 30. That's the number of opening day visitors who attended the sight and sound show at the Trade Center in Bangkok.

What the visitors that day, and in following days, were watching and listening to were sights and sounds produced by U.S. electronic equipment—such as portable transistor radios, stereo sets and television.

The Trade Center show was scheduled to close Oct. 23. Several of the leading electronic equipment manufacturers in the United States participated in the locally-recruited show.

In the field

And those who took part found a good market for their products for in Bangkok today one out of every two homes is equipped with a radio receiver; even the farmers carry small portable transistor sets with them into the fields.

In 1945, the total import of radio receivers, for example was less than 1,000. By 1962, the figure had risen to 4,000.

Twelve Bangkok firms representing 24 American manufacturers displayed a number of products in addition to those mentioned above. Included were television sets (some operating on a closed circuit), a Chevrolet Chevelle equipped with a Motorola radio telephone which is in contact with Thai metropolitan police frequency to receive patrol calls.

There were also two record sales areas where American popular, jazz, folk and classical records and tapes were being sold. Demonstrations of cameras, slide projectors and other sight equipment were held on the first and second exhibit floors.

> Further information about trade fairs and Trade Center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Many music lovers and television watchers in Bangkok spoke highly of the show. Some of their comments are as follows:

Utis Tehchaphaibul, a banker at the Bangkok Metropolitan Bank, Ltd.; "The layout of American style is really attractive in its simplicity. I feel that the show is a must for those music lovers. American products in this line are the best of them all."

Sem Salikup of Bangkok: "It is taken for granted that the American audio-visual equipment is the best of its kind in the world. I am thinking of buying some now."

Long-run sales

Lee Fong Lin, manager of the Black and White Co., Ltd., and an exhibitor: "Participation in this exhibit is a fine opportunity for promoting sales of American products. I do not expect large sales resulting from the show immediately, but I am sure, in the long run, I will sell some of the products displayed as a result of the show."

One visitor, Meng Louhakit, a shipping man, said he is very interested in sound equipment and that he owns many American-made pieces. He dropped into view the exhibit after reading in the newspaper that the show opened Sept. 30. He inspected and listened to every piece of equipment on display.

Photos tell story

Activities in several of the individual exhibits may be seen in the photographs on the opposite page.

The Bangkok Trade Center is one of five operated by the Department of Commerce, the others being located in London, Milan, Frankfurt and Tokyo. A sixth center, in Stockholm, will be opened next spring.

Several international fairs undergo changes in dates

Dates of several international trade fairs have been changed. Shows and the new dates are as follows:

The U.S. exhibit at Dar-es-Salaam, originally scheduled for Nov. 7-28, will take place Nov. 28-Dec. 19.

Ceylon Industrial Exhibition, Colombo, Jan. 15-Feb. 14, 1965.

Caracas international fair, Jan. 31-Feb. 21, 1965.

Montevideo international fair, Feb. 5-28, 1965.

Nairobi international fair, March 7-27, 1965.

Surgical equipment show set in Sydney

The Royal Australasian College of Surgeons plans to hold a trade exhibition of surgical and anesthetic instruments and equipment May 17-21, 1965, in Sydney.

It will be held in conjunction with the college's general scientific meeting at the Australia Hotel there.

Next year's convention is expected to be the largest of its kind yet held in Australia, the U.S. Consulate in Sydney reports, and will have as its overall theme, "What Is New in Surgery?"

The exhibit will concentrate on the newer types of instruments and equipment available in the fields of surgical and anesthetic instruments. British, German, Italian and U.S. firms are invited to participate.

The U.S. Consulate believes a substantial market exists in Australia for American surgical instruments and equipment.

8th Naples Housing Fair to be held next summer

The 8th annual Naples International Housing, Home Furnishings and Clothing Fair will be held June 28-July 14, 1965.

U.S. firms seeking representation in Naples might find this fair "a worthwhile showcase," according to the U.S. Consulate General there.

Exhibits at the fair are divided into four general categories—the three mentioned in the title plus food. Direct sales are permitted on the fairgrounds.

STEREO TUNERS, amplifiers at Bangkok Trade Center sight and sound show.

VISITORS TURN full attention to high-quality stereo equipment.

ANY PLACE in the city of Bangkok can be reached by the Motorola radio telephone (above), the visitor finds out. Below are some McIntosh stereo tuners.

U.S. doubles sales to Ivory Coast; further trade growth expected

Liberal investment code continues to attract foreign capital; discrimination against U.S. goods diminishing, but still hurts

The economic situation in the Ivory Coast during the first half of 1964 remained exceptionally favorable and prospects are for additional economic advances for the remainder of the year.

The pattern of record production and prices for coffee, cocoa, tropical woods, and bananas held through the first six months of 1964. The period also saw a sharp upturn in investments. The sound monetary and fiscal policies of the Government continued in force, and trade surpluses remained high. Imports from the U.S. are increasing and prospects for further growth are good.

Foreign trade figures for the first five months of 1964 show that total imports and exports were running 36% higher than in the same five months in 1963. Imports alone were 45% higher due to an across-the-board increase in purchases of consumer and capital goods—reflecting increased consumer purchasing power, increased industrial, commercial, agricultural and public works investment, and the decision to increase import quotas.

The value of imports was $101.5 million for the first five months of 1964, contrasted with $70.2 million for the same period in 1963. Total imports for all of 1964 may reach $250 million, compared to $172 million for 1963.

Shifting patterns

Trade patterns began to shift during early 1964 and the trends reflected in the shift are expected to continue, to the benefit of U.S. exporters. Imports from France fell off slightly in percentage, while the United States increased its share of the Ivory Coast market. Through May, imports from France accounted for 60% of all imports compared to 65% a year earlier, but their total value increased from $47 million to $62.5 million. Imports from other EEC countries increased from $7 million to $10.5 million for the same period.

Imports from the U.S. through May amounted to slightly more than $6 million, compared to $2.5 million a year before. One of the important factors in the increase was the Ivory Coast purchase of U.S. agricultural products: rice (under PL 480), tallow (under PL 480 and through normal commercial channels as well), and soy bean oil (commercially).

Prospects for a substantial increase in purchases from the U.S. are good, thanks to a rapidly expanding market, increased interest in U.S. products, and efforts by the Ivory Coast to ease import quota restrictions on U.S. goods.

The preferential treatment which the Ivory Coast accords to France and the other EEC countries will, of course, continue to hamper sales of American goods, but discrimination will not be as great as in the past.

Restrictions ending

Present trade regulations require that a high percentage of certain categories of imports and all cereal product imports be procured from France. These restrictions are expected to disappear in the near future and goods in these now restricted categories offer special interest to U.S. exporters. Opportunities are indicated for sales of rice, tallow, soy bean oil, and possibly wheat. Synthetic textiles offer particular promise as well as such traditional U.S. exports as air conditioning equipment, road-building and construction machinery, and electrical equipment.

Total Ivory Coast exports were valued at $140.3 million in the first five months of 1964 and are expected to total $300 million for the year. Total 1963 exports were valued at $106.1 million for the first five months and $230 million for the entire year. During the first five months of 1964 exports of $55 million to France accounted for 36% of the total, compared to $51 million or 48% of the total a year earlier. Exports to the United States more than doubled compared to the same period the year before, amounting to approximately $28 million, or 20% of total Ivory Coast exports.

The climate for foreign investment in the Ivory Coast remains good due to liberal investment and reinvestment codes, a favorable governmental attitude toward private foreign capital, and the political stability which the country enjoys. The Government has been making a special effort in recent months to attract U.S. investors.

The best possibilities for investment appear to be in processing industries for local products, building materials and mineral exploitation. Housing is another possibility.

The establishment of an Industrial Development Bank with American participation, the operation of an Investment Guaranty Agreement with the United States, and a PL 480 Agreement generating Cooley funds for loans to U.S. investors provide the potential for better investment opportunities.

The value of industrial business is expected to reach at least $95 million in 1964 following a steady progression from $60 million in 1961, to $70 million in 1962, and $85 million in 1963. New investments in priority enterprises (i.e. new industries benefiting from special tax exemptions and other advantages) were $8 million through June.

The Government has completed plans for a $30 million paper factory with equipment and management supplied by Krupp and plans are virtually complete for a fertilizer plant in which a Belgian firm will participate.

Public works are continuing at a high rate. The first phase of the University of Abidjan is nearing completion; machinery has been installed at the 30,000 kw. Ayame II hydroelectric dam, which will begin operating early in 1965; and a 12,000 kw. Westinghouse gas turbine has been installed at the Abidjan thermal electric plant.

Thai trade gains

Preliminary data show that the value of Thai exports during the first six months of 1964 amounted to $371 million, 23% over exports for the comparable period of 1963. The largest gain was made in rice exports, but substantial increases were also shown in tin, kenaf, corn, and teak and other woods. Imports were up by 14.3%. The deficit in the trade balance will be smaller than last year. However, a substantial inflow of capital gives Thailand a surplus in the balance of payments and diminishes concern over the continuing trade deficit.

Costa Rican move boosts uniform C.A. import duties

Joins El Salvador and Guatemala in putting final uniform duties on several products into effect

To quicken the pace toward complete uniformity in the Central American Common Market's import duties, Costa Rica has deposited with the Organization of Central American States (ODECA) its ratification of the Protocol to the Central American Agreement on the Equalization of Import Tariffs

This Protocol was initially signed by representatives of the member states in January, 1963 at a regional conference at San Salvador, but could not be implemented until formally deposited with the central Organization by at least three of the member states.

Since El Salvador and Guatemala had previously deposited their ratifications with ODECA, Costa Rica's accession made the Protocol effective for the three ratifying nations as of October 10.

The Protocol provides that the import duties on the commodities cited be immediately equalized to the final uniform Central American Common Market rate.

Originally, it had been envisioned that these products, along with some others which remain unaffected, would reach the uniform Market-wide figure by late 1965 or 1966.

The affected commodities include cattle feed, fresh yeast, ordinary packing and wrapping paper, artificial fiber thread, glazed tile and mosiacs; concrete reinforcing rods, and beams, and cable and wire conductors of electricity.

The Protocol also establishes three annual stages for the establishment of a common duty on dehydrated yeast.

When the remaining members, Honduras and Nicaragua, formally deposit their ratification instruments with ODECA, their import duties on the cited commodities will immediately move to the uniform rate now effective for the other three.

Information concerning the new rates of duty may be obtained from the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C., 20230.

Healthy Sierra Leone attracts more U.S. traders, investors

Halving of preferences to Commonwealth goods improves U.S. competitive position; import figures show large increase

U.S. exporters are expected to improve their competitive position in the Sierra Leone market and the nation continues to attract U.S. private investments.

In general, American exporters are now in a better competitive position, since the margin of tariff preferences accorded by Sierra Leone to goods originating in other Commonwealth nations was cut in half last March.

Rising exports, increased commercial activity, expanding mineral production, and excellent harvests characterized the economy during the first half of 1964.

Industrial activity remained slow, but equalled previous levels, and contracts were signed for new projects including the expansion of the deep-water quay in Freetown, and the construction of a palm kernel oil plant, a shoe factory, and water supply systems.

Pittsburgh Plate Glass Company, announced plans to mine the large rutile deposits in the Bonthe District. The U.S. company owns 80% of the newly formed Sherboro Minerals Limited, which will conduct the mining operations.

Production is scheduled to start in late 1966, with a beginning output of 100,000 tons per year. Present world production is between 170,000 and 180,000 tons a year.

While the large mining companies remain the principal investors in Sierra Leone, and mining appears as the most likely sector of the economy to attract additional capital, Sierra Leone also offers good opportunities for investments in agriculture. The Government has been supporting efforts to develop sugar, rubber, citrus fruits, and bananas.

Foreign trade

Exports for the first half of 1964 increased over those for the first six months of 1963, from $40.7 million to $43.9 million. Almost all export commodities did better than in the previous year. Agricultural exports were $8 million, or $2 million higher than a year earlier. Diamonds accounted for 65% of total exports and amounted to $28 million.

Import statistics for the first half of 1964 have not yet been compiled, but are certain to show a large increase over last year's level of $39.1 million. Cotton fabrics are one of the principal commodities imported into Sierra Leone (and in part re-exported to neighboring Guinea) and are a good economic indicator of commercial activity. Imports of cotton fabrics of standard type for the first five months of the year were valued at $5.3 million. Imports of the same category of goods in the entire year 1963 totaled $6.7 million.

The United Kingdom is Sierra Leone's major trading partner and supplies almost half of the country's imports. Purchases from the U.S. now amount to more than $4 million a year, and consist mostly of air conditioning equipment, mining and construction machinery, used clothing, and wheat flour. American ready-to-wear clothing, and canned and frozen foods also sell well in Sierra Leone.

Imports of frozen chicken were placed under restrictions early this year, however, and are permitted only if the local poultry industry cannot supply the demand. Outboard motors should become an increasingly noteworthy import from the U.S. as more Sierra Leonean fishermen become able to buy them.

Netherlands to export natural gas to Germany

The Gas Export Division of N.V. Nederlandse Aardolie Maatschappij (a joint Shell-Esso venture) announced on September 24 the signing of an agreement with the German firm, Thyssensche Gas- und Wasserwerke G.m.b.H., for the distribution of Dutch natural gas in the Federal Republic of Germany.

Under the agreement an annual quantity of Dutch natural gas, gradually reaching 4 billion cubic meters by 1975, will be marketed through the Thyssengas distribution system. Shell and Esso will each have a 25% interest in Thyssengas's long-distance gas transmission and marketing venture.

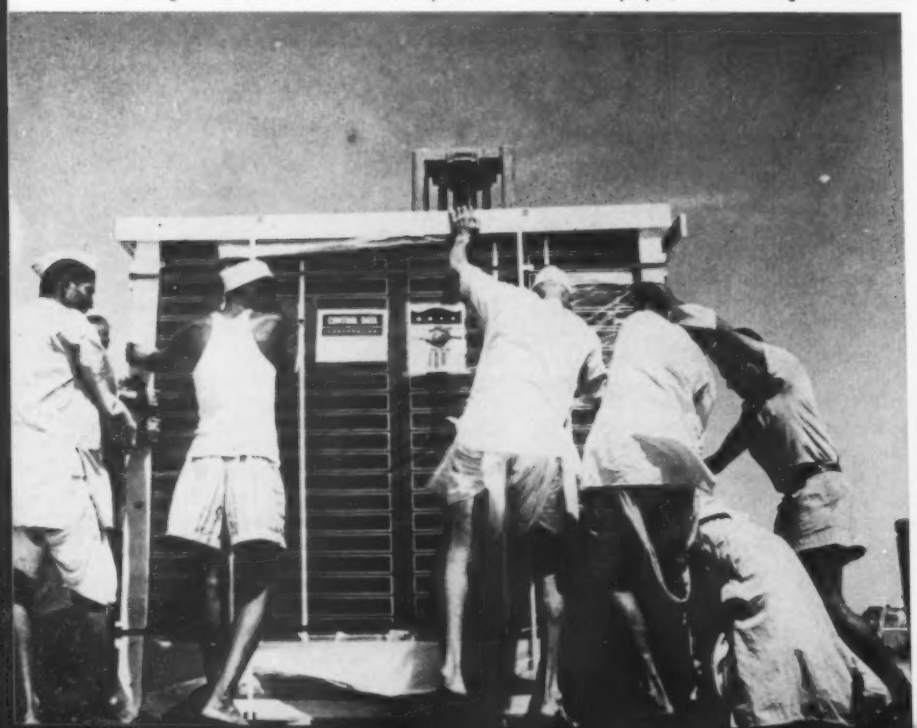
U.S. goods abroad

Photo report on results of international trade in action

↑ WEST PAKISTAN $354 million Mangla Dam project is being built by 8 U.S. firms using $50 million worth of U.S. machinery, including Austin-Western mobile hydraulic cranes shown moving steel ring beams with Pakistani trained operators

↑ AUSTRALIA will receive the rolling mill machinery shown being loaded in Baltimore for shipment to Geelong. The Aluminum Co. of America sold the 3000 long tons of machinery shipped and erected last summer using special 120-ton booms

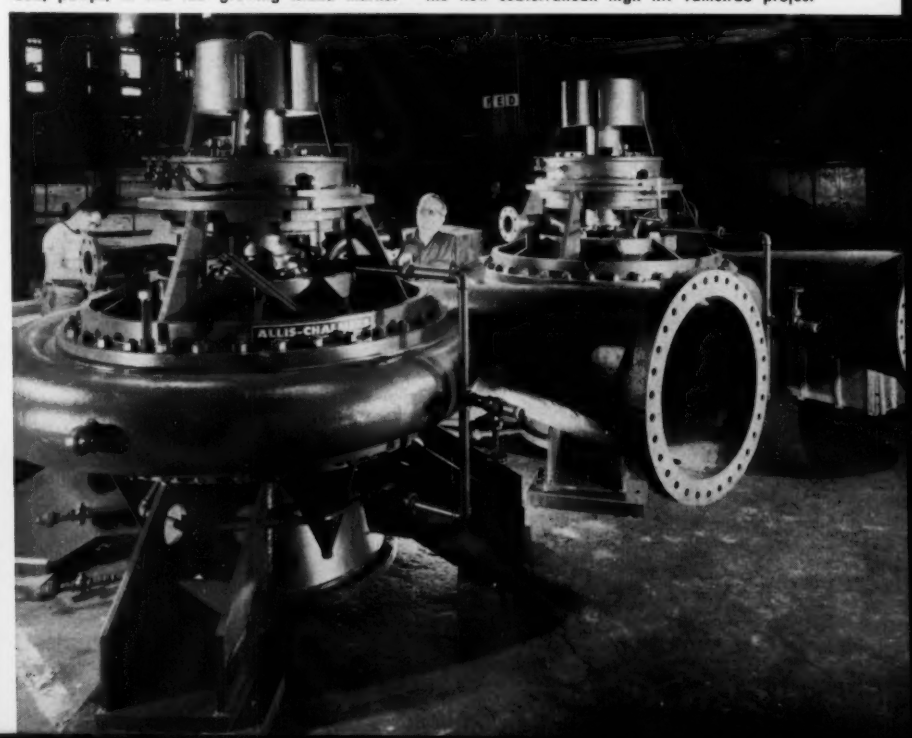
↓ BOMBAY WORKMEN carefully move newly received 3600 computer at the Tata Institute of Fundamental Research, provided by Control Data Corporation of Minneapolis for the Indian governmental project, now being modernized



✈ KARACHI earth moving machines needed 54,000 pounds of tires, and Pan Am cargo representative Inge Wolf checks manifest papers as shipment awaits transport by jet air freight to destination. Weight of each tire is over ½ ton

✈ PUERTO RICO is site of new sales office demonstration by Ingersoll-Rand and Continental Enterprises who have opened new office-warehouse and service facility to promote sale of U.S. line of tools, pumps, in this fast growing island market

✈ BRAZIL will soon have the largest pumping station in South America, and each of the Allis-Chalmers pumps shown will play a part in reaching the daily capacity of 660 million gallons for the new subterranean high lift Tameirao project



Four big reasons for wide popularity of U.S. Trade Lists

Requests come from both big and little world traders

Hundreds of U.S. exporters buy thousands of Trade Lists from the U.S. Department of Commerce, for four reasons.

First, they are dependable. They are written by U.S. Foreign Service Officers serving on the spot, at the scene of their report.

Second, they are timely. They are continually being updated. There have been 56 new titles listed in the last four issues of INTERNATIONAL COMMERCE.

Third, they are inexpensive. Cost is only $1.

And fourth, they are easily available, being carried in stock at the 42 Commerce Field Offices, as well as in Washington.

Big exporters as well as small exporters buy Trade Lists. They furnish trade leads and marketing data even to those who already have representatives in foreign markets.

List firms by name

Compiled for the Commerce Department's Bureau of International Commerce by Foreign Service officers abroad, Trade Lists contain names and addresses of foreign firms handling a specific commodity in a particular country.

Information is generally included on the size of each firm listed, type of operation, products handled, and sales territory; and a summary of trade conditions for the specific commodity on which the list is based.

Among those most recently made available is the one on *Dry Goods and Clothing Importers and Dealers—Federal Republic of Germany and West Berlin.* This 38-page Trade List includes an industry summary, description of the country's import-export pattern in individual categories of textile fabrics and clothing, review of marketing and distribution, fairs and exhibitions, U.S. Government regulations, and U.S. export opportunities. Listed alphabetically by name are dry goods and clothing importers, wholesalers, retailers, agents, department stores, mail order houses, textile buying cooperatives, and trade associations and trade publications.

Kenya income survey

The Government of Kenya has just released a survey of income, expenditure, and consumption patterns of African middle-income workers in Nairobi, who comprise about 17% of the total African male labor force in the city.

This study, along with an earlier survey of lower-income family expenditure patterns, presents a fairly detailed picture of consumer trends in a developing African urban center. Consistent with findings of similar surveys in comparable areas, expenditures on beverages, tobacco, clothing, furniture, utensils, and medical care proved most highly income elastic.

A copy of the survey is available on loan from the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Another recent Trade List, perhaps of more general interest, is a composite of names of *Business Firms—Kenya.* In addition to providing basic trade and industry data, the 64-page list indexes firms classified by types of commodities in which each is interested, as well as importers and dealers, exporters, industrial firms, large plantations and growers, and U.S. firms, subsidiaries and affiliates in Kenya. Trade associations and trade publications also are given.

Always in demand for certain countries are lists of firms dealing in fertilizer. *Fertilizers Importers, Dealers, Manufacturers and Exporters*—Pakistan points out that to increase agricultural production the Pakistan Government has encouraged use of fertilizers in the past 5 years.

Also of interest are feedstuffs firms. A Trade List prepared earlier this year, *Feedstuffs Importers, Dealers and Manufacturers—Peru,* emphasizes the potential for growth in the demand for feedstuffs in this area as feeding practices improve and poultry and dairy production continue to expand.

Instrument market, Syria

Syria is dependent almost entirely on imports for professional, scientific and process instruments, according to the basic trade and industry data given in a July Trade List, *Instruments—Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Syria.* Most Syrian firms importing such instruments operate both as wholesalers and retailers, the 34-page Trade List states.

Office supplies

Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Nicaragua, also prepared in July, lists wholesalers, retailers and agents as well as importers and dealers.

Still another area of special interest is chemicals. *Chemicals Importers and Dealers—Venezuela* points out that although the industry is developing there, the bulk of all chemicals and chemical products is still being imported and imports are increasing with the country's industrialization.

Copies available

As they become available, new Trade Lists are announced in the World Trade Opportunities section of INTERNATIONAL COMMERCE. Mimeographed copies may be purchased by firms domiciled in the United States from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230, and from Commerce Department Field Offices. Each list costs $1 per country for each commodity classification.

AID grant finances Brazilian road study

A technical study covering a proposed north-south 425-mile highway bisecting Brazil's Northeastern State of Ceara, will be financed through an Alliance for Progress grant from the Agency for International Development.

AID will contribute $218,000 and local currency equivalent of $60,000 toward a six-month engineering and economic study of a highway designed to promote the state's rural and urban growth.

The key road project will open new territory to settlement and development and join with existing State and Federal highways.

The survey contractor is the engineering firm of Knoerle, Bender, Stone & Co. of Baltimore. Under its agreement with AID, the firm will prepare an economic and engineering feasibility study of the proposed highway; review and redraft existing designs for 136 miles of the road and develop plans for about 236 miles of new road.

The Ceara project is part of a long-range road improvement program for the Northeast states which is being carried out by SUDENE, the Brazilian Government agency responsible for development of the area, with technical and economic assistance from the U.S.

$111 million in local funds available to private U.S. investors in 22 nations

Private enterprises interested in overseas investments now have the equivalent of more than $111 million available to them in 22 countries for local currency ("Cooley") loans.

The Agency for International Development also announced today that Paraguayan currency available for such loans will soon reach the equivalent of $600,000. This comes as a result of a Food for Peace sales agreement between the U.S. and Paraguay signed early in September. Twenty percent of the Paraguayan currency used to pay for U.S. surplus food under this agreement will be earmarked for the loan program.

These loans are made in local currencies received by the U.S. for such surplus food sales. The borrower, in a Cooley loan transaction, repays the loan in local currency.

Cooley loans may be made to:

- U.S. firms or their branches, subsidiaries or affiliates for business development and trade expansion in the local countries, or,
- Either U.S. or local firms for purposes which would expand overseas markets for U.S. agricultural products.

No loans may be made for manufacture of products to be exported to the U.S. to compete with U.S. products, or for agricultural commodities which would be marketed in competition with U.S. agriculture.

Write: Agency for International Development, Office of Development Finance and Private Enterprise, Department of State, Washington, D.C., 20523.

Applications for loans should go either to the AID Mission in the country involved (care of the U.S. Embassy) or to the appropriate Washington Regional Bureau of AID. There are four such Regional Bureaus: Africa, Latin America, Near East-South Asia, and Far East, all located in Washington, D.C., 20523.

Need Money?

Country	Unit of Currency	Foreign (000)	U.S. Equivalent ($000)
Latin America			
Bolivia	Pesos	20,629	1,736
*Colombia	Pesos	2,709	271
Paraguay	Guaranies	1,689	13
Peru	Soles	23,844	890
Uruguay	Pesos	382	20
Near East—			
South Asia			
Greece	Drachmae	118,999	3,967
India	Rupees	165,462	34,803
Iran	Rials	24,743	330
Israel	Pounds	20,367	6,789
Pakistan	Rupees	49,220	10,257
Syria (SAR)	Pounds	4,395	1,077
Turkey	Liras	73,291	8,143
UAR (Egypt)	Pounds	11,500	26,503
Far East			
China (Taiwan)	New Taiwan Dollars	135,867	3,397
Indonesia	Rupiah	905,605	1,752
Korea	Won	467,844	1,835
Philippines	Pesos	8,281	2,123
Africa			
Ethiopia	Ethiopian Dollars	366	148
Guinea	Francs	385,408	1,640
Morocco	Dirhams	9,962	1,986
Sudan	Pounds	353	1,018
Tunisia	Dinars	1,160	2,783
		Total	$111,481

* New applications are not being accepted in Colombia, as applications already on hand exceed available funds.

U.S., Philippines sign double taxation accord

The U.S. and the Philippines recently signed a convention for the avoidance of double taxation and prevention of income tax evasion.

The convention is designed to eliminate taxation of the same item or items of income by both countries. It deals with taxes on various types of income, including commercial and industrial profits, interest, income from real property, gains upon transfers of controlled corporations, personal service income, remuneration of teachers, remittances to students and trainees, government salaries or wages, and charitable contributions. The convention also provides for cooperation between officials of the two countries in the exchange of information and the prevention of fiscal tax evasion.

Mining company in Peru receives Eximbank credit

The Export-Import Bank has approved an Alliance for Progress credit of $13.8 million to help finance expansion of the Marcona Mining Company iron ore processing plant in Peru.

The credit will be used to purchase equipment and services from United States firms, as part of a $23 million expansion program.

Principal suppliers will be International General Electric of New York and Dravo Corp. of Pittsburgh.

Marcona, which maintains headquarters in San Francisco, is developing iron ore reserves in Peru under a 30-year concession from the Peruvian Government.

Brazil will buy U.S. goods with AID power loan

Additional long-distance power lines to serve 7.2 million people in Sao Paulo and Rio de Janeiro will be built with the help of a $16.7 million Alliance for Progress loan from the Agency for International Development.

All goods and services purchased under the loan must be purchased in the United States, unless they are available from a Brazilian supplier.

AID loan funds will finance 480 miles of transmission lines, linked to two hydroelectric plants on the Rio Grande River.

Total cost of the project is the equivalent of $36,635,000 excluding interest payable during the construction period. Brazilian sources will contribute an equivalent of $19,935,000. Completion is expected within 30 months after an agreement is signed.

A recently-authorized AID loan will help to finance a 160% expansion of power-generating facilities at the Peixoto hydroelectric plant. The additional energy produced at Peixoto will then be transmitted over the new lines.

The project is one of the long-range goals recommended by the UN-sponsored technical study team which reported on power development in the south-central region in 1963.

Belgian firm loses U.S. export privileges temporarily

Moens and Co., and Marcel Moens, agricultural equipment dealer of Schilde, Antwerp, Belgium, have been denied all U.S. export privileges for 60 days to prevent reexportation from Belgium of U.S.-origin agricultural equipment believed destined for a Soviet bloc recipient.

The order, effective as of October 12, was issued after an investigation by the Bureau of International Commerce, and is applicable both to commodities and technical data. Marcel Moens is primarily responsible for the firm's operation.

Some of the U.S.-origin equipment of advanced design, already has been exported from Canada to Antwerp but has not yet been delivered to Moens, and additional material is shortly due to be shipped. The equipment was believed to be destined for the Soviet bloc in violation of U.S. export regulations.

Private Guatemalan firms to benefit from AID loan; will buy goods from U.S.

The Agency for International Development (AID) has authorized a $5 million loan to a prviate development bank to support and spur Guatemala's industrial growth under the Alliance for Progress.

The borrower, the Industrial and Agricultural Bank (FIASA), is sponsored by a group representing seven Guatemalan business associations engaged in a cooperative effort to strengthen the country's private sector.

FIASA will make long-term sub-loans (3 to 15 years) to qualified borrowers for an effective annual charge not to exceed 10%, including fees, commissions and interest. Up to $100,000 of AID loan funds will pay for technical assistance in FIASA. Twenty-five percent of the funds may be used to pay for purchases in the Central American Common Market; the balance of the purchases must be made in the United States.

Guatemalan businessmen and potential borrowers have already made preliminary studies of possible food-processing plants, knitting mills, building materials industries and various consumer product plants. FIASA itself plans to study projects for producing chemical fertilizers, plastics, farm tools and pharmaceuticals.

Atlanta firm to promote Latin American development

An Atlanta research firm will undertake to promote private industrial development in Latin America, under a $250,000 contract with the Agency for International Development.

Conway Research, Inc., will arrange and sponsor visits and training in the U.S. for Latin American businessmen, and send short term consultants to Latin America.

It also will carry out pilot industrial promotion studies, prepare industrial training manuals and films in Spanish and Portuguese, and conduct professional seminars. The service is part of AID's program to stimulate private enterprise.

Under a previous pilot contract, Conway Research had concentrated on showing Latin American visitors industrial developments in smaller U.S. cities, rather than major industrial areas, since smaller projects are related more closely to their own problems.

The Atlanta firm also will seek to utilize the experience and resources of state and local development agencies in the U.S., in demonstrating industrial development and promotion to Latin Americans.

Goodyear's Turkish subsidiary gets loan

Procurement for tire factory expansion to be from U.S.

Agreements providing for $4.7 million in dollar and Turkish currency loans for a Goodyear Tire & Rubber Company subsidiary in Turkey were signed recently in Washington. The loans, amounting to $2.5 million in dollars and $2.2 million in Turkish liras, will finance the expansion of the tire plant of the subsidiary, Goodyear Lastikleri T.A.S.

All procurement under the dollar loan will be from the United States.

Goodyear Lastikleri is two-thirds owned by the U.S. parent firm and one-third by Turkish investors.

The plant, located at Izmit, east of Istanbul, began operation in March, 1963, and by November of that year was producing at its capacity rate of 159,000 tires per year. The expansion to be financed by the loans will increase capacity by about 75%, to 280,000 tires per year.

Goodyear Lastikleri will pay the Government of Turkey the equivalent of the $2.5 million principal in Turkish liras over a period of 10 years. In turn, the Government of Turkey guarantees to repay the loan in dollars within 40 years.

The $2.2 million Turkish currency loan, known as a "Cooley" loan is directly repayable by the company over 10 years, including a two-year grace period. The interest on Cooley loans is set, in agreement with the Government of Turkey, at a rate comparable to the rate charged for similar loans by Turkish banks.

Cooley loans are made from local currencies received by the U.S. Government for sales of surplus U.S. agricultural products overseas.

Hong Kong firm loses U.S. export privileges

The China Resources Co., a Hong Kong export-import concern, has been denied all U.S. export privileges indefinitely for failure to furnish requested information about the suspected reexportation of U.S.-origin commodities from Hong Kong to Communist China.

The sanctions were invoked after an investigation by the Bureau of International Commerce. They apply also to the Wah Yun Co., and the Hua Jun Co., which are other trade names under which China Resources operates.

Japan lifts import restrictions on 39 additional commodities

Several items removed from restrictive licensing under Import Quota system may interest U.S. exporters

Japan has lifted import restrictions on 39 additional commodities leaving 123 items on Japan's Import Quota (IQ) list, more than half of which are agricultural, forestry or fishery items.

INTERNATIONAL COMMERCE carried another major story about Japan's easing import rules on page 26 of its October 12 issue.

Some of the items liberalized appear to be of significance to U.S. exporters. Such commodities as chemical fertilizers, gin, color film and printing paper, other sensitized paper and film, bulldozers, and machine tools are among those removed from restrictive licensing under the IQ system.

Following is a list of the newly liberalized items:

Eggs of cod (including pollack) and herring, packed airtight and heated; gin; natural sodium carbonate; ammonium chloride; urea; ammonium sulphate; nitrogenous fertilizers; double superphosphate of lime; composite and complex fertilizers; dry plates, cut films, film packs and other sensitized plates and sheet films, unexposed, other, (for photolithography and reprint); building boards; cotton yarn (for lace and embroidery); synthetic precious or semi-precious stones, (ground, drilled or otherwise worked); outboard motors with an engine less than 10 hp.; water cooled diesel engines with a rating of more than 30 hp. but less than 100 hp. or with a rating of more than 1,000 hp. but less than 3,000 hp.; bulldozers; vertical lathes, (excluding those used); radial drilling machines (excluding those used); other horizontal boring machines (excluding those used); surface grinding machines (excluding those used); internal and edge grinding machines (excluding those used); optical projecting type profile grinding machines (excluding those used); other internal grinding machines (excluding those used); surface grinding machines, other (excluding those used); gear shaping machines (excluding those used); spiral bevel gear cutting machines (excluding those used); mechanical presses and hydraulic presses; clutches, marine reduction gear and reversing gear and parts; electric generator combined with water cooling diesel engine of not less than 30 hp.; other tractors and chassis for tractors of a track-laying type and parts.

Unfortunately the liberalization of passenger cars, electronic computers, typewriters, and large power generators, which was expected at this time was postponed indefinitely and therefore continue to be licensed for importation under the restrictive (IQ) system.

This list is an unofficial translation from the Ministry of International Trade and Industry *Gazette* of October 1, and the Japanese Government has neither verified the translation nor published an English version.

Britain allocates licenses on North Sea oil production

The Minister of Power of United Kingdom has announced names of 22 companies to which the Government has granted exclusive oil and gas production licenses in the British-controlled portion of the North Sea.

Altogether about 35,000 square miles out of the U.K.'s total of 100,000 square miles have been allocated. Because of the multi-national character of most companies that applied for production licenses, the exact share of each national group cannot be determined. It is estimated, however, that the share of U.S. companies approaches one-half of entire area allocated, while British companies obtained 30% and the Canadians 10%.

Largest award of production licenses went to Shell-Esso group which receives 75 blocks (of 100 square miles each). Other large awards went to Amoco-Gas Council (36); Arpet Group (30); Burmah-ICI-Murphy Petroleum (26); Caltex (24); British Petroleum (22); and Gulf Oil (22).

These companies are expected to spend a minimum of $224 million over the next six years on acquiring equipment and carrying out the search for oil and natural gas—with gas as the main target. Due to a world-wide shortage of floating drilling barges and platforms, several orders for equipment, each worth between $5.8 and $11.2 million, will be placed with British shipyards in the next few days.

Intensive seismographic surveys of the allocated portion of the North Sea will begin at once and drilling is scheduled to start in the summer of 1965.

Mexico, Taiwan sign trade agreement

Mexico has signed a general most-favored-nation trade agreement with Taiwan putting trade between the two nations on the basis of freely-convertible currencies.

The agreement is valid until Sept. 25 and is automatically renewable each year unless abrogated by either party in writing.

The Treaty is to be effective upon ratification of both governments and the exchange in Taipei of the appropriate documents. It is not expected to result in a substantial rise in trade between the two nations.

In 1963 Mexico sold to Taiwan products valued at approximately $1.8 million, mostly cotton. Mexico purchased nearly $590,000 worth of Chinese goods in that same year.

Exceptions from the most-favored-nation provision may be made for the following reasons:

Balance of payments problems, national agreements on basic products, membership of either country in a free trade association, tariff union or frontier trade.

Also exempted from the terms of the treaty are measures governing security, arms traffic, public health and sanitation, national artistic and archaeological possessions, gold and silver trade and nuclear energy materials.

Netherlands bans individual resale price agreements

The Netherlands Government has prohibited individual resale price maintenance agreements on the following consumer durables:

Passenger cars; radio and television sets; phonographs and phonograph records; tape recorders; cameras; projectors; flash equipment; and electric refrigerators, toasters, mixers, vacuum cleaners, washing machines, irons, shavers, and hairdryers.

The ban, which will become effective December 1, is an extension of a decree issued last April (INTERNATIONAL COMMERCE May 25, 1964) which prohibited collective resale price maintenance agreements between dealers and groups of suppliers, including manufacturers, importers, and wholesalers.

Chile stiffens import regulations while broadening foreign exchange availability

The Central Bank of Chile now requires importers to supply the following information when filing import registrations with the Bank: (1) whether merchandise to be imported has been purchased directly from a foreign manufacturer or from an intermediary foreign firm; (2) what charges or commissions are included in the value of the merchandise by virtue of its being purchased from an intermediary; (3) what financing charges have been included in the merchandise price.

These requirements were established by Central Bank Circular No. 423, which also reaffirms that portion of Circular No. 418 which indicates that requests for foreign exchange for payment of imports may include no more than 7% interest in foreign currencies for interest charges.

However, all other provisions of Circulars 418 and 417 are supplanted, including those which had required that the manufacturer's invoice accompany every shipment, and that the markup for the merchandise not exceed 10% of the manufacturer's price. Nevertheless, the Central Bank has declared that it will exercise strict surveillance to verify that the prices charged for imported goods are in line with international prices.

Exchange rules changed

At the same time, the Central Bank acted to make foreign exchange available to commercial banks to cover futures contracts for the following categories of shipments:

(1) All imports, regardless of prior import deposit category, for which the 120-day legal waiting period was completed before January 31, 1964 (Circular No. 425).

(2) All imports registered on or after September 24, 1964 which fall in the 50% or less prior deposit category (Circular No. 421).

(3) By inference from the above and earlier Central Bank regulations which made futures available only for "essential" goods, all imports falling in the 10% or less prior deposit category whose 120-day waiting period was completed after January 31, 1964, and for which prior import registration was made before September 24, 1964.

All other shipments are eligible only for spot exchange, which may not be readily available. However, U.S. exporters whose shipments are not eligible for futures under the above regulation are advised to stay in close contact with their Chilean agents, since the Central Bank may at any time further liberalize its policy on futures availabilities.

EEC proposes complete customs union by 1967

The Commission of the European Economic Community has proposed that complete elimination of internal customs duties among Member States and application of a common external tariff toward 3d countries again be accelerated so as to establish the complete customs union three to four years earlier than originally planned.

In previous actions the Council of Ministers approved Commission proposals to expedite provisions leading up to the completion of the customs union, and some of the interim changes in customs duties rates have been accomplished one to two-and-a-half years earlier than originally planned.

The Commission proposal calls for:

- Full application of one common tariff for all Member States on imports from countries outside the EEC by January 1, 1966;
- Elimination of all customs duties among the Member States on industrial products by January 1, 1967, and on agricultural products subject to customs duties by January 1, 1968;
- By January 1, 1970, the complete abolition of administrative, tax and statutory hindrances at intra-Community borders.

The Commission has also proposed a monetary union to achieve a degree of integration in monetary policy that will parallel the interpenetration of markets which has been attained in other areas.

Iraq taxes amended

Iraq has announced increases in income and inheritance taxes.

Individual income tax rate was increased 5% on taxable income up to $28,000. Tax rates on incomes over $28,000 were increased to a maximum of 90% on incomes over $47,600. The former maximum rate was 60%.

Inheritance taxes were increased to a maximum of 60% on amounts exceeding $280,000. The former maximum rate was 30%.

Powdered milk imports nationalized by Ceylon

The Milk Board of Ceylon, a government agency, has taken over control of 50% of the trade in powdered milk imported into the country, effective in mid-August, according to press reports confirmed by Government sources.

The Government also accepted in principle a proposal made by the Minister of Agriculture, Food and Fisheries that the Milk Board should control the importation of all milk foods into Ceylon as soon as practicable, which is expected to be early next year.

Products to be handled exclusively by the Board would include all milk products: powdered, condensed and malted; butter; cheese; ghee, and baby foods. The Government currently controls the importation of rice, sugar and flour.

The U.S. continued its role as 3d supplier of malted milk imports, furnishing $331,000 or 10% of the total in 1963. The U.S. is also a negligible supplier of baby and other milk foods.

Meat import regulations eased by Switzerland

The Swiss Federal Council recently introduced more liberal regulations to facilitate meat imports.

The most important change embodied in the new regulations is dropping of the provision that only whole carcasses could be imported, thereby permitting entry of a variety of cuts.

Another provision now permits the importation of horse meat which formerly had been banned.

The new regulations add English to the list of accepted languages for all certificates accompanying meat imports into Switzerland. Until now, these certificates were required to be made out either in German, French or Italian, or had to be accompanied by officially certified translations into one of these languages.

United Kingdom renews dollar area import quotas

The United Kingdom has announced import quotas applicable to the dollar area, including the U.S., for the period from last October 1 to September 30, 1965, amounting to $1.26 million for canned grapefruit and $840,000 for grapefruit juice and orange juice, excluding unpasteurized frozen orange juice concentrate.

These quota levels have remained unchanged from the similar period of the previous 12 months.

Japan ends quotas on refined copper

Also drops special import levy, which extracted 'voluntary' fees

The Japanese tariff quota system for refined copper and the special import levy system covering copper ore, concentrates and refined copper imported within the quota, have been abolished.

The basic tariff of 27,000 yen ($75) per metric ton will hereafter be applicable to all imports of refined copper. Copper concentrates remain free of duty.

The tariff quota system was instituted in April 1963 when import licensing controls on copper ingot were liberalized.

The special import levy system, which extracted "voluntary" contributions of 27,000 yen ($75) per metric ton for a special industry "rationalization" fund from importers of the duty-free quota, was also abolished. In addition, the 2,000 yen ($5.55) per metric ton charge on copper concentrate imports was also abandoned.

The Japanese Government, following the liberalization of copper metal and scrap on April 1, 1963 and the change in the tariff structure which provided for a duty free tariff quota and a duty increase for above-quota imports, has been studying measures to ease the economic problems of the copper smelting industry. The quota system was one of the various measures placed into effect in 1963 to stabilize the non-ferrous metal industry.

The special import levy has collected about $8 million for the Japan Copper Mining Industry Promotion Association, with about $3 million disbursed to the domestic copper mining companies to help improve the efficiency of their operations and reduce the cost of domestically mined copper.

The recently improved condition of the mining industry, brought about by the lowered cost of domestic copper concentrates and the rising price of imported material, ended all disbursements in August 1964. The approximately $5 million left in the fund is being held temporarily as a cushion against possible future market deterioration.

With the general tightening of the world copper market and the price rise of Japanese refined copper by over $70 per ton this year, both the Japanese Government and industry found it difficult to justify maintenance of further protective measures for the industry. The net effect on imports of refined copper will possibly be minimal since MITI administrative guidance has effectively restricted the importation of copper outside the quota.

Special treatment ends

The Board of Investment of the Government of Thailand has temporarily suspended consideration of applications for privileges and benefits awarded to promoted industries from the following industries: tin smelting, tubes and tires, cast iron pipes, steel and plastic pipes, electric wire, batteries, galvanized iron sheets, assembly of home electrical appliances, sweetened condensed and evaporated milk, and textile plant (especially for cotton yarn and unbleached fabrics). This action was taken because domestic production of these goods is deemed sufficient to satisfy existing demand.

Indonesia reorganizes state trading companies

Nine of the 10 state trading companies known as Bhakti which handle the bulk of Indonesia's imports and some of its exports have been reorganized into six new state trading companies.

U.S. firms represented by one of the Bhakti's may find their former import agents are no longer involved in the import field and may need new representational arrangements.

The new enterprises, known as Niaga's, are PN Aneka Niaga, PN Dharma Niaga, PN Satya Niaga, PN Aruma Niaga, PN Pantja Niaga, and PN Pembangunan Niaga. The only state trading company not directly affected by the reorganization is the Irian Bhakti in West New Guinea.

By this action the Government hopes to exercise greater control over the companies' operations and revenues, and improve efficiency.

Under the previous system, most of the trading companies handled some exports as well as a wide range of imports. More specialization is now planned to eliminate competition among the companies.

While reports are conflicting regarding their new responsibilities, probably four will be engaged solely in importing and two engaged solely in exporting.

U.S. drug suppliers asked to give data

Salem Majid Saleem, managing director and chairman of the recently established Iraq Government-owned drug company, requests U.S. suppliers of pharmaceuticals, drugs, surgical dressings, infant food preparations, including milk, medicaments used in dentistry, and veterinary products to furnish his organization with the following:

- Yearly statistics of the products sold to Iraq, with each item listed separately, during the past four years.
- Frequency of shipment of each item.
- Full details concerning packing, specifications, and illustrations.
- Product description catalogues and brochures.
- Helpful suggestions and advice.

The data called for allegedly will serve the drug company as a yardstick for estimating annual requirements on which its orders for drugs and kindred products are to be based.

Saleem is also requesting suppliers "to spare no efforts in reducing your prices as much as possible," and has declared that "it is the sincere desire of our Company to cooperate with all those who wish to maintain friendly business relations with our country. The same spirit of collaboration, which we expect to prevail on their (the suppliers') part, would indeed ease matters and be to the benefit of all concerned."

The Iraqi Government Drug Company is purportedly making this appeal in an effort to bring a higher degree of efficiency to its purchasing activities.

The foregoing information should be forwarded to General Drugs & Chemicals Imports & Distribution Co., 3d fl., British Bank, Middle East Bldg., Bank St., Baghdad, Iraq.

Colombia issues drug rules

The Government of Colombia has promulgated Decree 1528 regulating drug manufacture, labeling, quality control, advertising, the importation and sale of drugs, and covering all types of drugs, pharmaceuticals and biologicals for human and/or animal use.

Two copies of Decree 1528, in the original language, are available for reference at the Chemicals and Allied Products Division (6260), Rm. 4421, Department of Commerce, Washington, D.C., 20230.

Licensing rights to three European products available to U.S. manufacturers

Products in the Netherlands, Norway, and France are now available for U.S. manufacture under license.

These products are a remote controlled, diesel electric, mobile crane mounted on specially designed motor-driven, crane-carrying chassis; electronic speed control equipment for battery-driven trucks; and a universal joint permitting simultaneous transmission of rotation and lateral movement.

For name and addresses of these manufacturers and any aditional information, **Write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to appropriate File number.

U.S. licensees are sought to produce patented electronic speed control equipment for battery-driven trucks. The equipment is stated to consist principally of a power unit, a pulse unit, and a photoelectric control unit. The entire system is static, made up exclusively of semi-conductor components and standard electrical components. The speed and torque of the truck motor are reportedly controlled with a minimum loss of voltage. **File 1279.**

From Netherlands comes a licensing offer for the U.S. production of remote controlled, diesel electric mobile crane mounted on specially designed, motor-driven, crane-carrying chassis. This crane truck is capable of a road speed of 31 mph so that after completing operations in one location it can be moved rapidly to its next unloading or loading point. The manufacturer states the crane's remote control system is novel. Although it was designed primarily to unload cargo from vessels, it has many other applications. Technical particulars are as follows: jib length, 26′ to 59′; max. lift as grab-crane, 3 metric tons at a radius of 33′ or 10 tons at 10′; capacity of diesel motor, 61 hp at 2000 rpm; capacity of generator, 36 kw, DC; dead weight of complete mobile crane, 21 tons. **File 1280.**

U.S. patent rights covering a universal joint claimed to permit simultaneous transmission of rotation and lateral movement, is offered. The device is reported to have the advantages of being made in very small dimensions and to be of small size relative to the force which can be transmitted by it. The inventor is the technical director for a firm in France manufacturing the universal joint. **File 1281.**

TABLEWARE

Middle-sized local manufacturer of spoons, forks, knives, related table articles made of stainless steel, German silver, other steel alloys wishes to establish contact with U.S. producers to negotiate joint venture involving an investment of approximately $100,000.

This joint venture would include both possible financial interest in the business on U.S. firm's part—up to 50% of the capital stock—and providing of machinery, technical assistance to improve production methods of present line of manufactured articles.

Write: Fábrica Rodrigo Sanchez Diaz, S.A., Buenos Aires 7, Bilbao, Spain.

TOILET PREPARATIONS

Manufacturer of pharmaceutical products, toilet preparations seeks US. licensing rights on various types of hygienic, pharmaceutical, toilet preparations packaged in soft tubes to be sold through pharmacies without need of medical prescription.

Write: Laboratoires Goupil, S.A., 30 Ave. du President Wilson, Cachan, Seine, France.

SOFT DRINK CANS

Manufacturer of electrical equipment seeks U.S. firm interested in selling technology for manufacture of soft drinks cans that do not need can openers. Interested in technical licensing or in purchasing patent related to subject.

Write: Hikari Trading Co., Ltd., (Hikari Shoko K.K.) No. 1, Ginza Nishi 7-chome, Chuo-ku, Tokyo, Japan.

FILTRATION EQUIPMENT

Manufacturer of wire mesh, filters for petroleum industry seeks license to produce anti-air pollution filtration equipment for liquid, gas substances, equipment for water filtration.

Write: Precision Springs, Pty., Ltd., 82 Anzac Ave., West Ryde, N.S.W., Australia.

CHILDREN'S BLOCKS

Australian firm wants to manufacture children's wooden educational and building blocks under licensing arrangement with U.S. firm with fairly extensive range. It has large timber reserves and distribution channels throughout Australia but limited experience in the field.

Write: Woodland Sales, Pty., Ltd., 364 Hamilton Rd., Chermside, Brisbane, Queensland.

TESTING MACHINES

Manufacturer of testing, measuring apparatus seeks licensing rights with U.S. firm to manufacture testing machines. It may also be interested in technical or commercial agreement, eventually in merger with U.S. firm interested in establishing operations in Europe.

Write: LHOMARGY S.A., 3 Blvd. de Bellevue, Draveil (Seine & Oise), France.

UREA

Manufacturer of metal naphtenates (cobalt, lead, manganese, zinc, calcium, copper), which it sells under its own trademark, seeks licensing agreement with U.S. firm to manufacture urea on basis of formaldehyde resins used as adhesives.

Write: Corneel Van Loocke, S.P.R.L., Sint Michiels, Brugge, Belgium.

HEAVY EQUIPMENT

Manufacturer of parts, assemblies for armored military equipment, general mechanical, industrial devices, boilermaking interested in US. licensing rights to manufacture in France heavy and bulky types of equipment, including heavy public works equipment.

Write: Snecma Normandie, S.A., Pont VIII, Gronfreville-l'Orcher, Seine Maritime—B.P. No. 11, Harfleur, France.

FINE CHEMICALS

Long-established manufacturer of sulphuric, ethyl either, alcohols, esters, halogenated hydrocarbons, technical, special chemicals, interested in obtaining licenses for production of fine chemicals to be used in medicinal, pharmaceutical field.

Write: Brennerei und Chemische Werke Tornesch GmbH, 2082 Tornesch, Germany.

CONSTRUCTION MACHINES

Seeks arrangements with U.S. firms for manufacture of new products in industrial field, preferably construction machines.

Write: Ninduma, Dr. Ing. A. Niesper, 13 Dahliastrasse, 8034 Zurich, Switzerland.

MACHINERY

Manufacturer of oil engines, plant for 40/50 gal. steel drum reconditioning processes, paper handling, conversion plant, paper sorters, mining machinery, cargo oil pumps, centrifugal pumps and small power processes interested in manufacturing baling machines, abattoir equipment, bulb-making machinery, variable speed drives, concrete truck mixers and process machinery, and similar products.

Write: Production Engineering Research Assn., Melton Mowbray, Leicestershire, England, reference M/PKD/JM.

CHEMICAL PRODUCTS

Manufacturer of chemical products for pharmaceutical industry seeks additional licensing rights in same line of products.

Write: Expandia, S.A., 13 ave. de l'Opera, Paris ler, France.

BOILERMAKERS

Firm engaged in general fabrication in medium weight, size boilermaking field, particularly in manufacture of plants and equipment for food, chemical, petroleum industries, seeks license to manufacture cyrogenics equipment.

Write: W. G. Pickrell, Pty., Ltd., Mr. T. P. Silva, General Mgr., 432 W. Botany St., Rockdale, N.S.W., Australia.

HOME APPLIANCES

Manufacturer, distributor of refrigerators seeks U.S. licensing rights on refrigerators, freezers, washing machines.

Write: Societe A.D.A.M., Auto Distribution d'Appareils Menagers (Helvetia), 2 Blvd. Saint-Martin, Paris 10, France.

PHARMACEUTICAL SPECIALTIES

Manufacturer of pharmaceutical products seeks licensing rights on pharmaceutical specialties which may be of interest to French market.

Write: Laboratoires Roland-Marie, 15 rue Michelet, Montreuil, Seine, France.

AGRICULTURAL MACHINERY

Manufacturer of steel fabrication (i.e. chassis, frames, component parts) for civil engineering, earthmoving, agricultural machinery industries interested in manufacturing earthmoving or agricultural equipment for U.S. company under license in U.K. It has in mind equipment up to approximately $1500 unit sale price.

Write: Metalcraft, (Welwyn), Ltd., Rainbow Garage, N. Orbital Rd., Colney Heath, Nr. St. Albans, Hertfordshire, England.

Saudi Arabian firm seeks joint venture

A Saudi-Arabian construction contractor experienced in pipeline laying, road construction and water well drilling is interested in forming a joint venture with an experienced U.S. construction contractor.

Prime purpose of the joint venture would be to bid on Saudi Arabian Government road project contracts and participation in private development projects. The Saudi-Arabian firm is one of the largest construction contractors in the area. It has been operating for 18 years and has an outstanding reputation for integrity and an ability to carry out commitments.

It is reported that the company already employs three Americans in supervisory positions, and has construction equipment with an estimated value of around $1 million. This equipment includes D-8 and D-9 bulldozers, asphalt layers and mixers, rollers, tanks, diesel trucks and cranes.

The firm is inclined toward a joint venture with a U.S. company experienced in building first class asphalt roads with the capabiilty of using the latest techniques for such construction. It would be necessary for the U.S. partner to provide the engineers, administrators and technicians to carry out the road building by the most technically advanced and economical methods.

In addition to roads, the Saudi-Arabian firm contemplates the joint venture, project bidding on contracts for extensive public works, schools and public buildings. Under the joint venture, the two companies would share the cost of operating expenses and the U.S. firm would be required to furnish equipment as needed equal to the equipment contributed by the Saudi-Arabian company.

Write: Bureau of International Commerce, Office of International Investment, File 4-1511-1-S, Department of Commerce, Washington, D.C., 20230.

MEN'S SPORT CLOTHES

Manufacturer of men's sportswear, rainwear seeks license from U.S. manufacturer of quality sports clothes for men to produce men's, boys' suits of deluxe type.

Write: Konfectiebedrijf MAKO, Roeselare, Belgium.

LUMINOUS EQUIPMENT

Licensing arrangements sought to produce marine and buoys; airports, airlines equipment; aviation instruments; marine instruments, military luminous and optical instruments; street, industrial lighting; surgical lights, medical optical equipment; general optical equipment; equipment for scientific, industrial uses; heavy machinery; tanks, pressure vessels, steel structures by firm presently manufacturing these products.

Write: Anciens Ets. Barbier, Benard & Turenne, 32 rue Curial, Paris, 15 eme, France.

LABORATORY GEAR

Manufacturer of industrial laboratory equipment seeks U.S. licensing rights on industrial laboratory equipment such as ovens, drying cabinets, warm air generators, air conditioners.

Write: Ets. Quintard & Cie, 67 rue de la Croix-Nivert, Paris 15, France.

DUST SUCTION EQUIPMENT

Manufacturer of industrial ventilators, dust suction equipment seeks U.S. licensing rights on smoke, dust suction equipment.

Write: Etablissements Devauze, 155 rue Sadi-Carnot, Ronchin-lez-Lille (Nord), France.

MEAT PACKING EQUIPMENT

Manufacturer of sheet metal desires to enter into licensing arrangements with U.S. firm for manufacturing of meat packing equipment.

Write: R. E. Arnold & Co., Pty., Ltd., 241 Railway Parade, Maylands, Western Australia.

SINE WAVE INVERTERS

Manufacturer of power supplies, rayamps seeks U.S. licensing rights on sine wave inverters, temperature regulators.

Write: *SERELEC*—Soc. d'Etudes et Recherches Electroniques, 54 Rue Lafayette, Paris, France.

LABORATORY CHART RECORDERS

Manufacturer of range of advanced general purpose XY/T recorders, digital clocks, aviation ground test instruments, equipment for measuring pressure, temperature has interest in licensing and/or cross licensing arrangement with U.S. company to manufacture laboratory potentiometric chart recorders or allied products.

Write: Bryans, Ltd., 1 and 15 Willow Lane, Mitcham Junction, Surrey, England.

MECHANICAL DEVICES

Important French firm specializing in public works, boilermaking, mechanical construction of various types seeks U.S. licensing rights for manufacture in France of heavy mechanical devices.

Write: Ateliers de Construction Schwartz-Haumont, 38 rue du Hameau, Paris 15e, France.

HEAVY EQUIPMENT

Manufacturer of steelworks, industrial cranes up to 550 tons capacity, pressure vessels, steelworks equipment, heavy mechanical equipment seeks licensing arrangement or joint venture with U.S. company for manufacture of heavy mechanical/structural/electrical equipment. Items of particular interest include: specialized handling equipment for steel industry, e.g. bulk scrap charger, mobile forging manipulator, ore stockpiling equipment; earthmoving equipment; automatic car parking equipment.

Write: Associated Industrial Consultants, Ltd., Bilton House, 54 Uxbridge Rd., Ealing, London.

LAUNDRY MACHINES

Fabricator of household electrical equipment seeks license to make dry-cleaning, laundry machines of modern types (capacity from 26.5 to 33 lb.) for use by dry-cleaning, laundry establishments.

Write: "Compagnie Star," c/o Mr. R. Calux, B.P. 153, Brive, Correze, France.

SMALL POWER EQUIPMENT

One of New Zealand's leading manufacturers of electrical and engineering equipment seeks license for production of marine outboard motors, power mowers, floor polishers, related home appliances operated from nickel cadmium batteries.

Write: National Electrical and Engineering Co., Ltd., Wellington (BIC 4).

WIRE PRODUCTS

Manufacturer of steel wire containers, wire shelving, other steel wire products seeks license to make wire products such as baskets, trays, crates, supermarket, shopping center (wire) equipment such as shopping cars, also animal cages.

Write: N. V. Komeco, 33 Schermerweg, Alkmaar, Netherlands.

AUTOMOTIVE ACCESSORIES

Licensing agreement sought for production of automotive electrical equipment, accessories, plastic parts for various purposes.

Write: Werner Messmer KG, Radolfzell/Bodensee, Germany.

U.S. experience sought by Venezuelan dairy firm

A Maracaibo cheese manufacturer is interested in contacting U.S. firms experienced in the cheese and powdered milk industries with a view to negotiating a joint venture.

The Venezuelan firm would like to get into the production of powdered milk and the manufacture of such types of cheese as cheddar, munster and gouda.

Write: C.A. Lactuario Perija, Calle 99 No. 9-05, Apartado 320, Maracaibo, Venezuela.

GENERATING SETS

Firm involved mainly with the design, manufacture of petrol, diesel generating sets ranging from 100 watts to 250 kva, is interested in collaborating with U.S. company wishing to have its generating equipment manufactured under license in U.S.

Write: Engine Applications, Ltd., Swan Close Rd., Banbury, Oxon, England.

FUME SCRUBBERS, CYCLONES

Licensing rights sought for manufacture of fume scrubbers, cyclones for the control of gases, vapors, fumes, dust.

Write: Ir. Escher's Constructiewerkplaatsen en Machinefabriek N.V., 2e van der Kunstraat 12, The Hague, Netherlands.

DRAPE FABRIC BLIND

British company seeks license to manufacture vertical drape fabric blind made up of individual slats, traverses on track top, bottom; in addition suitable for insertion between double glazed window which company at present produces.

Write: D.F. Bennie, Chairman, D.F. Bennie, Ltd., 3 Park Circus Pl., Glasgow, C.3, Scotland.

METAL WIRE, ROPE, CORDAGE

Medium sized company manufacturing textile machinery seeks licensing agreement with U.S. manufacturer of textile machinery such as ribbon looms without shuttle drive, others, or wire-drawing machinery for the purpose of producing metal wire or rope or cordage.

Write: Gabriel Braem & Zonen, Hamme, Belgium.

MOLDING MACHINES

Manufacturer of machine tools, packaging machinery seeks license to produce molding machines for expanded polystyrene, packaging and wrapping machine using plastic materials.

Write: Richard Garrett Engineering Works, Ltd., Leiston, Suffolk, England.

MICRO-WAVE EQUIPMENT

Manufacturer of VHF/UHF/rural radio telephone equipment both single and multi-channel (up to 12 channels) with frequencies up to 500 mc/s seeks cross licensing agreement with manufacturer of small capacity (60 channel) micro-wave equipment. Write: Automatic Telephone & Electric Co., Bridgenorth, England.

INDUSTRIAL MACHINERY

Cross licensing agreement sought for equipment for sugar, cement, chemical processing industries; materials handling equipment; industrial heat transfer equipment; machinery for plastics industry; compression type refrigeration equipment for meat processing.

Write: Belgian Consulate General, Industrial Service, 50 Rockefeller Plaza, New York, N.Y. 10020.

AIR CONDITIONING

License or joint venture arrangements sought to produce industrial, commercial, household air-conditioning equipment; any products comprised of large amount of structural steel, metal sections of all sizes; anti-corrosion treatment of metal; assembling or handling of civil engineering equipment.

Write: Belgian Consulate General, Industrial Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

MATERIAL HANDLING EQUIPMENT

Manufacturer of galle chains for drawbridges, locks, traveling cranes seeks license to produce material handling equipment.

Write: Belgian Consulate General, Industrial Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

SYNTHETIC FABRICS

Manufacturer of cotton and synthetic fabrics for ladies; gentlemen's sportswear, casual clothing; bleached, dyed, printed fabrics for children's, teenagers' clothing seeks licensing to produce synthetic fabrics involving new manufacturing techniques.

Write: Belgian Consulate General, Industrial Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

CUTLERY, TOOLS

Manufacturer and exporter of cutlery, precision tools, implements is interested in manufacturing these items under license of U.S. manufacturer.

Write: Jowika Stahlwarenfabrik Eugen Weber & Altenbach KG., 154-156 Merscheider Strasse, 565 Solingen-Merscheid, Germany.

Burma wants paint enamels, varnishes

The Secretary (4), People's Stores Corp., General Hardware and Electrical Stores, c/o Foreign Office, Prome Rd., Rangoon, Burma, has invited bids for a variety of products including paint enamels 605 imp. gal.; copal varnish 400 imp. gal.; pigments 135 lb.; putty 1315 lb.; thinner 235 imp. gal.; paint dryer 125 imp. gal.; white spirit 690 imp. gal.; linseed oil, double boiled and raw 3,385 imp. gal.

The tender No. is 24/06/GH(G)64 and bid deadline is Nov. 15, 4 p.m. Bids should be mailed to the issuing agency.

For bidding documents available on loan to firms located in U.S., **Write:** Chemicals and Allied Products Division, Rm. 4411, BDSA, Dept. of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3512).

Ceylon's building materials bid specifications available

The Chairman, Tender Board, Ministry of Land, Irrigation & Power, Colombo, Ceylon, has made copies available of the tender invitation and specification for specified building materials. (INTERNATIONAL COMMERCE, Oct. 19, 1964, p. 29). Bid deadline is Dec. 22.

Tender copies are available to U.S. firms on a short-term loan basis from the Building Materials & Construction Industries Division, Rm. 4012, BDSA-6460, U.S. Dept. of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3601).

UAR to mechanize railroad post office

The Ministry of Communications, Postal Administration, Ataba Square, Cairo, has issued a tender for the modernization and mechanization of the Cairo Railroad Post Office Traffic Center. Requirements include conveyers and other equipment for the handling and sorting of mail.

Bids should be submitted to the Stores and Supplies Department of the Postal Organization by Feb. 22, 1965.

Copies of the tender are available for free examination at the Embassy of the United Arab Republic, Commercial Office, 2215 Wyoming Ave., N.W., Washington, D.C.; or on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C., 20230 (Telephone: 202-WO 7-5589).

Colombia invites bids on bridge construction

The Colombian Ministry of Public Works, Bogota, reports a tender will be issued for construction of a bridge over the Magdalena River at Barranquilla. The specifications, when available, will cost about $50 per set at the current free market rate of exchange. The bid deadline is Jan. 29, 1965.

Certain amendments to this construction project were made in order to reduce the cost and start work without delay. The original project, estimated to cost $14 million, including building a bridge 1.7 miles long and a highway extension, of approximately 2 miles, in front of the Maritime Terminal of Barranquilla.

The amended project plans to build a smaller bridge, only 0.7 miles in length, in front of the Island of Cabica, within the Municipality of Soledad, and a highway extension of 6.5 miles, with the total estimated cost of about $5.1 million.

Hydrogen desulphurization plant to be constructed in Iraq

The Government Oil Refineries Administration (GORA) in Baghdad is planning to build a hydrogen desulphurizaiton plant in Baghdad. Production of treated kerosene is expected to reach 7,000 to 12,500 barrels per day.

The firms selected will be expected to design, supervise construction and manage it until GORA is ready to take over the operation.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202 WO 7-5589).

Bids invited by New Zealand for 100-ton overhead crane

The Secretary, Tenders Committee, New Zealand Electricity Department, Private Bag, Wellington, has invited bids for one 100-ton overhead crane to be installed in the Invercargill Substation. Deadline is Feb. 9, 1965.

The crane is to have a 100-ton capacity main hook and a 10-ton auxiliary hook. As an alternate, a 120-ton capacity crane my be proposed.

Copies of tender No. 448 are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-5589).

Uruguay issues call on hydro project bids

Uruguay's governmental public utility, U.T.E., issued a call for bids to build a third major hydroelectric station on the Rio Negro, at Palmar. The construction of this 300,000 kva station would complete the presently planned hydroelectric program in Uruguay, except for the projected joint project with Argentina.

The bid opening is scheduled for May 12, 1965, and specifications on the Palmar project may be obtained for approximately U.S. $242 from U.T.E., Palacio de la Luz, Paraguay 2431, Planta Baja, Montevideo, Uruguay.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Allied Land Forces, Europe, requests sensitized paper

A tender for sensitized paper has been issued by the Headquarters, Allied Land Forces, Southern Europe. Deadline for submission of bids is Nov. 9.

The sensitized paper is described as "Heliographic paper, Antara type" and "Copyrapid paper" in various sizes and quantities. U.S. firms desiring to submit bids for all or part of the specified sensitized materials may obtain on loan a copy of the invitation to bid and the description and particulars of the materials desired. **Write:** Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230: Ref: SHAPE.

Burma invites tenders on toilet preparations

The People's Stores Corp. (Personal Goods Division), c/o Foreign Office, Prome Rd., Rangoon, Burma, has issued tender No. 3. P-10/64-65, with a bid deadline of 4 p.m., Dec. 8, for substantial quantities of face cream and make up; baby powder; nail files and clippers, pincers and tweezers; shaving soap and cream; hair creams, oils, dyes, and shampoos; hair pins, clips, curlers, and nets; tooth brushes; eyebrow brushes; hair clippers, barbers' razors, safety razor blades, and razor hones; sanitary towels and pads, toilet paper; sponges.

For a copy of the tender on loan to firms located in the U.S., **Write:** Consumer Durables Division, BDSA-6270, Dept. of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-2923).

Medical, laboratory supplies requested by Ethiopia

Central Medical Stores Corp., an Ethiopian government purchaser of pharmaceuticals and medical supplies, has issued a call for bids for a variety of items for use in hospitals and laboratories.

Tender No. 15, with a bid deadline of Nov. 1, invites bids for the following supplies and equipment: Hospital cotton cloth goods, X-ray equipment and supplies, laboratory glassware and other supplies, rubber goods, plastic ware, hospital supplies and equipment, surgical dressings and sutures, and stainless steel ware.

Detailed lists of the requirements are available on request from Central Medical Stores Corp., P.O. Box 976, Pasteur Institute, Addis Ababa, Ethiopia.

Chlorination equipment requested by Turkey

The Iller Bankasi (Bank of Province), Ataturk Bulvari No. 73, Ankara, Turkey, has issued a tender for complete chlorination equipment for 28 communities in Turkey. Bid deadline is Nov. 17.

Copies of the tender are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

BRITISH GUIANA—Corn: requests replies from producers and growers; for use in production of poultry and stock feeds; also interested in replies from manufacturers of milo supplies at economic prices for use in production of poultry and stock feeds. B. G. Stockfeeds Ltd. (importer, wholesaler, manufacturer), 27 Main St., Georgetown. WTD 9/29/64.

JORDAN—Corn, for making pop-corn. Eastern Trading & Agencies Co. (importer, exporter) P. O. Box 225 Amman. WTD 5/22/64.

086 Rubber Plantations

PAKISTAN—Raw rubber: 500 tons; R.S.S. first grade, for use in manufacturing electric wires, cables, hose pipes, radiator bands. Latex rubber: 50,000 gallons; centrifuge 60%; for use in manufacturing latex football bladders. Globe Surgical Industries (manufacturer), College Rd., Sialkot. WTD 9/25/64.

202 Dairy Products

JORDAN—Skimmed milk. Eastern Trading & Agencies Co. (importer, exporter), P. O. Box 225 Amman. WTD 5/22/64.

PHILIPPINES—Powdered skim milk. Direct purchase, exclusive distributorship. Times Trading (importer, wholesaler, retailer, indentor), 300 Magallanes St., Cebu City. WTD 4/30/63.

203 Canning, Preserving Foods

PHILIPPINES—Canned foods for infants. Direct purchase, exclusive distributorship. Times Trading (importer, wholesaler, retailer, indentor), 300 Megallanes St., Cebu City. WTD 4/30/63.

204 Grain Mill Products

BAHRAIN—Wheat flour. Direct purchase and/or commission agency. Requests c. & f. quotations. Mohamed M. R. Bastaki (importer, retailer, commission agent), P. O. Box 193, Bahrain, Arabian Gulf. WTD 9/28/64.

ITALY—Wheat, soft and hard; 700,000 bushels annually. Fratelli Variola S.p.A. (importer, wholesaler, exporter), Punta Franco Duca d'Aosta, P. O. Box 11/7010, Trieste. WTD 9/28/64.

NIGERIA—Rice, packaged and in bulk. White long grain preferable. Quotations c.i.f. Lagos. L. H. S. Lotinga (Nigeria) Ltd. (importer, manufacturers' representative), P. O. Box 100, Lagos. WTD 7/24/63.

PHILIPPINES—Cereals for infants. Direct purchase, exclusive distributorship. Times Trading (importer, wholesaler, retailer, indentor), 300 Magallanes St., Cebu City. WTD 4/30/63.

209 Food Preparations

SWITZERLAND—Feed specialties, particularly a product containing chlorine choline chloride or 2-chlorine ethyltrimethyl ammonium chloride, which prevents grain from growing beyond certain heights and furthers thickness of grain stalks. Direct purchase and agency. Multiforsa AG (manufacturer, importer, wholesaler), 6312 Steinhausen/Zug, Switzerland. WTD 11/19/63.

VENEZUELA—Red kidney beans. Direct purchase or commission agency. Requests replies in Spanish. Importadora Colman S.A. (importer, wholesaler), Calle 101 No. 8-20, Aptdo. 141, Maracaibo. WTD 9/29/64.

212 Cigars

SOUTH AFRICA—Cigars; exclusive agency and direct purchase; requests replies from manufacturers or their sole export houses. Bernard Dogon (Pty.) Ltd. (manufacturers' agent, importing distributor), P. O. Box 3679, Cape Town. WTD 10/1/64.

220 Textile Mill Products

SOUTH AFRICA—Women's blouse fabrics: 1st grade only, in rayon, dacron, silk, fine cotton (batiste and lawn). Direct purchase and agency; requests quotations cif South African main ports, including 5% commission. Mill Agents S.A. (Pty.) Ltd., (manufacturers' agent), P. O. Box 3161, Cape Town. WTD 8/13/64.

Men's jacket linings: 45″ or wider, 4-oz. weight or nearest, preshrunk or sanforized, shrinkage not to exceed 2%; rayon, rayon and cotton, or polyester; only 1st grade, good quality desired; required for men's high-class suits. Supplier must quote f.o.b. vessel (named port of shipment) including agent's 5% commission; 6-yard sample for testing purposes to be airmailed. Minimum orders 20,000 yards with contract for 50,000 yards every 4 months. Mill Agents S.A. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

223 Broad Woven Fabric Mills, Wool

● **TAIWAN**—Woolen blankets, 100% wool, not less than 65% new wool, not more than 35% reprocessed wool; OD color; 80″ x 61″; finished weight 2 lb. net; both cut edges blanket stitched; 55,436. Tender No. GFME-19853, bid deadline Nov. 10. Purchasing Dept., Central Trust of China, 49, Wu Chang Jie, Sec. 1, Taipei.★ (Telephone: 202-WO 7-5238).

224 Narrow Fabrics, Other Smallwares Mills

FRANCE—Cotton shoe laces, corset laces, other smallwares. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

227 Floor Covering Mills

SOUTH AFRICA—Carpets, rugs, floor coverings; requests replies from manufacturers or their sole export houses. Phoenix Electrical Suppliers (Pty.) Ltd. (importing distributor), P. O. Box 3677, Cape Town. WTD 10/6/64.

228 Yarn, Thread Mills, Products

IRAN—First and second quality of nylon and rayon yarns, direct purchase and agency. Kashanco Co. Ltd. (importer), Seraye Sedghi-Nejad, Saadi Ave., Tehran. WTD 7/18/64.

MOROCCO—Wool, staple fiber yarn 2/26 (20/80); staple fiber yarn 1/28, 1/34; rayon yarn 300 deniers. Request replies in French, quotations Casablanca. Tissage Industriel du Maroc (manufacturer), 226 Rue du Docteur Gieure, Casablanca. WTD 1/31/64.

229 Textile Goods

FRANCE—Lace goods, all kinds. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

242 Sawmills, Planing Mills

FRANCE—Building material, including lumber for flooring. Direct purchase and agency. Raymond Lovaert (commercial merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

● **UAR**—Southern pine lumber, 1" x 4" to 4" x 6", approximately 100,000 board feet, for use by U.N. Forces in UAR. By sealed bids, Invitation No. NY5-20000, deadline 2:30 p.m. Nov. 12, issued by United Nations, New York. Copies of invitation may be obtained from Director, Purchasing & Transportation Division, United Nations, Rm. 2152, New York.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Building materials including wood particle boards, plywood; construction woods, veneer. Direct purchase and agency. Raymond Lovaert (commission merchant), 47 Rue des Lices, Angers (Maine & Loire) France. WTD 8/20/64.

● **U.A.R.**—Exterior plywood, Douglas fir, lauan, or equivalent, for use by U.N. Forces in UAR; 800 sheets of ½", 300 sheets of ¾", 900 sheets of ¼", all 4' x 8'. By sealed bids, Invitation No. 5-20002, deadline Nov. 12, Copies of invitation available from Director, Purchasing & Transportation Division, Rm. 2152, United Nations, New York, or refer to George E. H. Marshall.★ (Telephone: 212-PL 4-1234, Ext. 3637).

251 Household Furniture

SOUTH AFRICA—All types of household furniture; requests replies from manufacturers or their sole export houses. Phoenix Electrical Suppliers (Pty.) Ltd. (importing distributor), P.O. Box 3677, Cape Town. WTD 10/6/64.

261 Pulp Mills, Products

PAKISTAN—Kraft pulp; wood pulp; pulp, all sorts; 100 T. each; for use in manufacturing grey board, paper board, kraft board. Sethi Straw Board Mills Ltd. (manufacturers), Rahwali, District Gujranwala. WTD 9/25/64.

262 Paper Mills, Products

MOROCCO—Unglazed kraft paper in natural brown shade of cement sacks; one-side glazed kraft in rolls, reams; one-side sulfite paper for wrapping, white, colored, in rolls, reams; writing, printing paper, in reams; rag free, and with rag content, bleached and unbleached, glazed and unglazed; newsprint, white, in rolls; postcard board and register board. Quotations Casablanca. ETS. Sverdrup, (importer), 247 Blvd. Abdelmoumen, Casablanca. WTD 4/24/64.

PAKISTAN—Kraft paper, 200 T.; kraft liners, 100 T.; fluting paper, 100 T.; tissue paper, 10 T.; cellophane paper, 5 T.; for use in manufacturing corrugated board. Sethi Straw Board Mills Ltd. (manufacturers). Rahwali, District Gujranwala. WTD 9/25/64.

TURKEY—Industrial filter paper. Izmir Pamuk Satis Kooperatifleri Yag Kombinasi Mudurlugu (manufacturer), Isciler Caddesi, Izmir. WTD 9/30/64.

264 Converted Paper, Paperboard Products

KUWAIT—Wall paper, all kinds. Bader Mahmoud Sayed Razouqi (general merchant, manufacturers' representative, commission agent), P.O. Box 3165, Kuwait. WTD 9/27/64.

281 Industrial Chemicals

MALAYSIA—Hair color restorer: requests replies from manufacturers/suppliers with price quotations cif Singapore Kuching, Sarawak. Prices must be competitive. Kong Kui Yin, Sheng On Trading Co. (importer, exporter, retailer, wholesaler), 162 Padungan Rd., Kuching, Sarawak. WTD 9/22/64.

PAKISTAN—Liquid colors, orange G.S. (I.C.I.), 2 tons. Dry colors, fast red, blue, orange, yellow, 5 tons. China clay, first grade, fly, 20 tons. Zinc oxide, rubber grade, 4 tons. Titanium dioxide, Rottas grade, 6 tons. Valcafor (I.C.I.): Z.D.C., D.P.G., M.B.T., B.N., C. (paste), each 1 ton. Globe Surgical Industries (manufacturers), College Rd., Sialkot. WTD 9/25/64.

282 Synthetic Material

IRAN—Polyethylene; direct purchase and agency. Kashanco Co., Ltd. (importer), Seraye Sedghi-Nejad, Saadi Ave., Tehran. WTD 7/18/64.

287 Agricultural Chemicals

● **BURMA**—Urea prilled, 2560 mt.; concentrated superphosphate, 2620 tons; muriate of potash, 200 tons; potassium sulfate, 0.5 ton. Amended tender No. 2/09/64-65; bid deadline Nov. 5 (correction of previous notice in INTERNATIONAL COMMERCE, Oct. 12, 1964, p. 32). The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2008).

IRAQ—Dusting sulfur, 20 mt., for the Ministry of Agriculture. To consist of finely powdered sulfur flowers, pure and devoid of lumps and foreign materials; purity not less than 95%; dust particles to pass a 325-mesh screen. To be packed 50 kg. net in new metallic drums, tightly closed, with metal covers. Quotations c&f Baghdad, via Basrah; Basrah/Baghdad by rail. Salem Majid Saleem, Managing Director and Chairman, General Drugs and Chemicals Imports & Distribution Co., P.O. Box 486, Baghdad. Cable: KIMADIA.

289 Chemical Products

SOUTH AFRICA—Highly-adhesive glues, free of rubber latex, for joining lengths of carpets in edge to edge covering of large floor areas. Shore Salamon (Pty.) Ltd. (importing distributor), 95 Sir Lowry Rd., Cape Town. WTD 9/4/64.

291 Petroleum Refining

● **THAILAND**—Bids invited for lease of Defense Energy Department's oil refinery at Banjchak. Bid deadline Nov. 4, along with 20,000,000 BAHT deposit or guarantee from Thai Bank. Defense Energy Dept., Banjchak.★ (Telephone: 202-WO 7-2355).

295 Paving, Roofing Materials

FRANCE—Building materials such as asphalt roofing. Direct purchase and agency. Raymond Lovaert (commercial merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

MOROCCO—Raw felt, 60/80% rags, capable of absorbing its weight in asphalt during processing, 180 grams, 320 grams, 450 grams per meter, 1 meter wide, 150/250 kilo rolls. Quotations Casablanca; requests replies in French. Etancheite et Isolation (manufacturer), 67 Rue des Beni-Amar, Casablanca. WTD 3/25/64.

301 Tires, Tubes

QATAR—Tires. Direct purchase and agency. Union Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 386, Doha. WTD 9/26/64.

306 Fabricated Rubber Products

● **BURMA**—Firefighting hose, canvas and cotton rubber lined, 2,500 ft. Tender No. 27/06/GH(G)64, bid deadline Nov. 12. People's Stores Corp., Electrical & Hardware Stores, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

● Firefighting hose, rubber lined, terylene/nylon, 23,000 ft. Tender No. 26/06/GH(G)64, bid deadline Nov. 12. People's Stores Corp., Electrical & Hardware Stores, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

312 Industrial Leather Belting

FRANCE—Straps, belts for industrial uses. Direct purchase and agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

316 Luggage

FRANCE—Leather cases, all types. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

319 Leather Goods

FRANCE—Leather novelties; desk articles. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

322 Glass, Glassware

TUNISIA—Table glassware, total annual value approx. 260,000 Tunisian dinars (1 dinar = approx. $2.38). To include common wares for approx. 150,000 dinars; whisky glasses in ordinary glass, in sizes 17, 28, 30 centiliters; salad bowls, sizes 11 and 23 centimeters. Societe Tunisienne de Verrerie (importer, wholesaler, retailer), 8 ter Rue Jean Le Vacher, Tunis. WTD 9/23/64.

324 Cement, Hydraulic

FRANCE—Building materials, including cement. Direct purchase and agency. Raymond Lovaert (commission merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

325 Structural Clay Products

FRANCE—Building materials such as bricks, ceramic tiles. Direct purchase and agency. Raymond Lovaert (commission merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

327 Concrete, Gypsum, Plaster Products

FRANCE—Building materials such as tiles, plaster, concrete. Direct purchase and agency. Raymond Lovaert (commission merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

328 Cut Stone Products

FRANCE—Building materials including slate products. Direct purchase and agency. Raymond Lovaert (commercial merchant), 47 Rue des Lices, Angers, Maine & Loire. WTD 8/20/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Building materials such as asphalt tiles for flooring. Direct purchase and agency. Raymond Lovaert (commission merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

331 Steel Mill Products

FRANCE—Staples, for office use. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

PAKISTAN—Stainless steel bars, 100 to 150 tons, Japanese specification 00127, for use in manufacturing surgical instruments. Globe Surgical Industries (manufacturer), College Rd., Sialkot. WTD 9/25/64.

● **UGANDA**—1290 tires (wheels), 33½" dia. on tread, O.H. acid steel class "C" to B.S.S. Spec. No. 24. Bid deadline not stated. 720 rails, 40' lengths, med. mang. steel and 1500 fish plates (joint bars) to B.S.S. Spec. No. 47 of 1959. Bid deadline not stated. Tender documents can be obtained from the Overseas Purchasing Division, East African Railways and Harbours, P.O. box 952, Kampala, Uganda. For tires refer to circular No. 18, for rails and fish plates refer to circular No. 19 of Requirements to be Purchased Overseas.

332 Iron, Steel Foundries

CANADA—Spun cast iron soil pipe, medium and heavy weight, fittings. Shanahan's Ltd. (wholesaler), 1050 Glen Drive, Vancouver, B.C. WTD 8/26/64.

333 Primary Smelting, Refining of Non-Ferrous Metals

● **TURKEY**—Tin ingot 9000 kg., Sn. 99.75. Weight of ingots not to exceed 40 kg. Bar tin 1000 kg., Sn. 99.997. Tender No. 3001-594, bid deadline Nov. 9. Malzeme Mudurlugu (Turkish Maritime Bank, Materials Purchasing Dept.), Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2298).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **IRAQ**—Supply of low tension underground cable, paper insulated lead covered, lapped with two compounded paper tapes, compounded jute served, double steel tape armoured and compounded jute served overall (40,652 yds.); various cable accessories. Tender No. 142/64, bid deadline Nov. 12. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

CHILE—Shelf hardware, builders' hardware, hand tools and accessories, mechanical jacks, edge tools, cutting dies, files, rasps, hand saws, saw blades, saw accessories, industrial casters and wheels, hose clamps, couplings and nozzles. Hijos de Angel Marnich & Cia. (importer, retailer, wholesaler), Errazuriz 873, Casilla 604-A, Punta Arenas. WTD 9/24/64.

MALAYSIA—Chain saws; requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Kua Ah Peng, The Outboard & Marine Co. (importer, exporter, retailer, wholesaler), 779 North Bridge Rd., Singapore 7. WTD 8/19/64.

SWEDEN—Safety razors. Emca-Produkter (importer, wholesaler, sales agent), Gillerbacken 12, Bandhagen. WTD 8/13/64.

344 Fabricated Structural Metal Products

FRANCE—Prefabricated metal dwellings, garages, roofings, panels and various parts. Direct purchase and agency. Raymond Lovaert (commercial merchant), 47 Rue des Lices, Angers (Maine & Loire). WTD 8/20/64.

● **IRELAND**—Supply and erection of two oil fired steam boilers, 235,000 kg/hr, pressure at superheater outlet 84 kg/cm²g, temperature at superheater outlet 515°C, temperature of feedwater at inlet 222°C, with auxiliary equipment. Specification No. 618G, bid deadline Jan. 19. Up to three copies of specifications will be furnished free to a tenderer. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2. One copy of specifications available for review only in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **THAILAND**—Approximately 400 ft. overall steel superstructures, accessories, Railway Bridges for Kaengkoi-Buayi Line B.E. 2507. Bid deadline Dec. 1. Construction Department, State Railway of Thailand, Bangsue, Bangkok.★ (Telephone: 202-WO 7-3601).

348 Fabricated Wire Products

FRANCE—Paper clips. Direct purchase and agency. Flihel & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

349 Fabricated Metal Products

● **IRAQ**—127 items, various sizes and amounts cast iron specials, socket and spigot type, unless specified otherwise; internationally accepted standards with working pressure 200 ft., tested pressure of 400 ft., fit all asbestos cement pipes, B.S.S., Class B. Socket and spigot ends to suit lead and yarn joints; flanges faced and drilled to Table C, B.S.S. Bid deadline Dec. 31. Terms and specifications available ($42 per copy, plus $1 Air Mail charges) from Baghdad Water Supply Administration, Baghdad. Copy of special items, quantity, sizes of bends, tees, tapers, collars, flanges, caps, sluice valves available to U.S. firms on short term loan basis from the Building Materials & Construction Industries Division, BDSA-6460, Rm. 4012, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

351 Engines, Turbines

MALAYSIA—Outboard motors; requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Kua Ah Peng, The Outboard & Marine Co. (importer, exporter, retailer, wholesaler) 779 North Bridge Rd., Singapore 7. WTD 8/19/64.

352 Farm Machinery

FRANCE—Lawn mowers, gasoline operated or electric. Direct purchase and agency. Ets. Camille Dreyfus (importer, wholesaler), 25 Rue Saulnier, Paris 9e. WTD 8/18/64.

Agriculture, fowl-breeding equipment, accessories, products. Direct purchase and agency. Union Franco Suisse (importer, dealer), 107 Rue Edouard Isambard, Pacy-sur-Eure (Eure). WTD 7/10/64.

● **IRAQ**—Supply of 50 knapsack mist sprayers and dusters with 2 stroke petrol engine of about 2 h.p., exchangable nozzles with shut-off cock and all necessary fittings, connections, spare parts. Tender No. 56/64, bid deadline Dec. 29. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4319).

MALAYSIA—Lawn mowers; requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Kua Ah Peng, The Outboard & Marine Co. (importer, exporter, retailer, wholesaler), 779 North Bridge Rd., Singapore 7. WTD 8/19/64.

353 Construction Machinery

● **IRAQ**—2 power rammers; 4 internal vibrators; 2 vibrator tampers; 2 concrete mixers, 3½ cu. ft. capacity; 1 concrete mixer, 12 cu. ft. capacity; spare parts requirements for a period of 3 years. Tender No. 139/64, bid deadline Nov. 12. Iraqi Ports Administration, Civil Engineering Dept., Basra.★ (Telephone: 202-WO 7-5566).

● **NEW ZEALAND**—One conical ball mill 24" x 8" complete with electric drive and ball load suitable for grinding quartz from 3/16" to 90% finer than B.S. mesh 300. One 10" mechanical air separator capable of handling materials as fine as ground diatomite. Tender No. S.M.Q. 3821, bid deadline Nov. 4. Stores Manager, Ministry of Works, P. O. Box 8024, Wellington. Documents available from New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C. 20036.★ (Telephone: 202-WO 7-5566).

● **SUDAN**—Three diesel driven fork lift trucks, capacity up to one ton. Tender No. 3123, bid deadline Nov. 9. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, SW.1.★ (Telephone: 202-WO 7-5589).

● **THAILAND**—Supply of 4 sets of light automatic tamping machines; machine to be track mounted; have 2 tamping units, one for each rail; powered by an air-cooled diesel engine. Tender No. 07421, deadline Nov. 17. State Railway of Thailand, Yod-se, Bangkok.★ (Telephone: 202-WO 7-4816).

● **TRINIDAD**—One fork lift truck. Bid deadline Nov. 2. Specifications may be obtained by writing to the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

354 Metalworking Machinery

AUSTRALIA—Micrometers; precision spirit levels. Lavac & Co. Pty. Ltd. (importer, indent agent), 12 McArthur Ave., Crows Nest, N.S.W. WTD 4/14/64.

FINLAND—Specialty welding equipment; plasma art and jet cutting equipment. Direct purchase and agency. Fiskars Welding Division of Oy Fiskars AB (manufacturer, importer), Elimagatan 19, Helsinki. WTD 10/23/63.

● **INDIA**—Rail straightening presses, maximum horizontal pressure 70 m.t.; maximum vertical pressure 120 m.t. Tender No. GP-37/1964, bid deadline Nov. 10. B. R. Kinra, Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Specifications and bidding conditions available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, fee $2.10, Ref. D/ENQ/1307.

● Single spindle vertical grinding machine, spindle speed approx. 10,000 rpm, 6mm. to 76mm. grinding wheels, table size 508mm. x 457mm. x 45mm. Tender No. SWP-7/441/9A/111, bid deadline Nov. 17. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and bidding conditions available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1310. Price $1.

● Hydraulic press, 500 ton capacity, 2'6" stroke, 6'0" depth of gap, 4' x 4' area of slide face. Tender No. CSP/14432/9928, bid deadline Nov. 30. The Controller of Stores, Hindustan Shipyard, Ltd., Visakhapatnam 5, Andhra.★ (Telephone: 202-WO 7-5652).

● **SUDAN**—Lathe, 12" swing, 14" between centers, Tender No. 3115, bid deadline Nov. 5. Double operator 300 amp arc welding generator, Tender No. 3117, bid deadline Nov. 11. Universal horizontal boring, facing, milling, and drilling machine, capable of facing and edging flange, etc., up to 36" in diameter, tables revolving 22" sq., sliding 54" x 33", bed—34" wide by 6'9" between stays, Tender No. 3118, bid deadline Nov. 11. Hydraulic bending and straightening machine, 60 ton capacity, to be used for straightening mild steel shaft, 4½" dia., 20' length, Tender No. 3119, bid deadline Nov. 12. Horizontal milling machine, 60" x 14" table, 36" longitudinal movement, 12" cross movement, 18" vertical movement, Tender No. 3131, bid deadline Nov. 5. Lathe, 17" swing over bed, 10" swing over saddle, 72" between centers, Tender No. 3132, bid deadline Nov. 9. Milling machine, 51" x 11½" table, 28" longitudinal movement, 10" cross movement, 18" vertical movement, Tender No. 3133, bid deadline Nov. 11. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, SW.1.★ (Telephone: 202-WO 7-5652).

SWITZERLAND—Metalworking tools, machine tools. Direct purchase and agency. Erwin Muller & Co. (importer, manufacturers' representative), 3 Baumschulstrasse, 8200 Schaffhausen. WTD 9/28/64.

● **SYRIA**—Wide range of metalworking equipment, hand tools for equipping two trade schools which teach building trades, foundry, automotive, and general machine shop practice. Equipment includes machine tools, industrial heating equipment, foundry equipment, gages, other measuring devices, various hand tools used in the above trades. Tender No. S/N/2, bid deadline Nov. 3. Bids Committee, Ministry of Industry, Damascus.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

HONDURAS—Machinery for manufacturing book matches; output in 8-hour day should be 120,000 books totaling 5 million matches. Machinery to include printing press for matchbook covers. Honduras Fosforera, S. A. (manufacturer), Aptdo. Postal 424, Tegucigalpa, D.C. WTD 9/10/64.

KUWAIT—Machinery for manufacturing drinking straws; requests replies from manufacturers. Bader Mahmoud Sayed Razouqi (General Merchant, Manufacturers' Representative, Commission Agent), P. O. Box 3165, Kuwait. WTD 9/27/64.

MOROCCO—Rotary press to print 6-10 page standard format Arabic language newspaper; 3 linotype machines to be used in conjunction with press. Requests replies in French. Ahmed Bensouda, Director, Radio-Television Marocaine (Government owned and operated), 1 Rue Pierre Parent, Rabat.

SOUTH AFRICA—Equipment for invisibly joining lengths of carpets in edge to edge covering of large floor areas. Shore Salamon (Pty.) Ltd. (importing distributor), 95 Sir Lowry Rd., Cape Town. WTD 9/4/64.

UGANDA—Machinery for manufacturing baler twine. Dayalbhai Madanji & Co. Ltd. (manufacturer), P.O. Box 111, Jinja. WTD 2/4/64.

356 General Industrial Machinery

FINLAND—Metal spraying equipment; plasma art spraying equipment; new products in this or related lines. Direct purchase and agency. Fiskars Welding Division of Oy Fiskars AB (manufacturer, importer), Elimagatan 19, Helsinki. WTD 10/23/63.

FRANCE—Ball or roller bearings. Dircet purchase and agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

● **INDIA**—20 reversible type air motors, with about 2 h.p., shaft speed 150 to 200 rpm; and ten reversible type air motors of about 5 h.p., with shaft speed of 80 to 100 rpm. Tender No. 776/Beas/PR/51324/P-15075/Global, bid deadline Dec. 4. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township, Dist. Hoshiarpur. Copies of the tender are available from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008, (Ref. D/Enq/1289).★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Two positive displacement or centrifugal pumps, 1,000 gal. per minute capacity to handle crude oil. Tender No. 42/64, bid deadline Nov. 21. Government Oil Refineries Administration, GORA, Baghdad. Tenders are available from General Industrial Equipment and Components Division, BDSA 6320, Department of Commerce, Washington, D.C., but quoting firms receiving documents from this office must add a check for $2.80 when mailing bids.★ (Telephone: 202-WO 7-5589).

● **MALAYSIA**—Can making plant, with a capacity of 300 cans per minute, can sizes are: 211 x 301; 201 x 310; 301 x 409; 307 x 408; 401 x 212; 401 x 411; and 603 x 700. Higher speeds may be quoted for comparison. Bid deadline Nov. 15. Malayan Pineapple Industry Board, Box 35, Johore Bahru.

NORWAY—Air purifiers, blowers, exhaust, ventilating fans for schools, public buildings, offices, homes, factories. Requests replies from manufacturers only. Fritz R. Wilhelmsen (importing wholesaler), 86a Wdm. Thranesgate, Oslo. WTD 7/29/64.

● **PAKISTAN**—Four, 3,500 cu. ft. per minute and two, 10,000 cu. ft. per minute compressed air fans. Tender No. PD-C/2956, bid deadline Nov. 2. West Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi 4.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

FRANCE—Office supplies such as stapling machines, pencil sharpeners, scales; scotch tape dispensers, metal or leather covered, for desk use. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

● **IRAQ**—Supply of 30 typewriters, approx. 30 cm. carriage, elite type, English alphabet, 45 keys; 5 typewriter carriages for above; 15 typewriters, approx. 30 cm. carriage, Arabic alphabet, small letters, 46 keys; 5 typewriter carriages for above; 5 electrically operated calculating machines for multiplication, division, addition and subtraction, with entries and results printed on tape. Tender No. 146/64, bid deadline Dec. 17. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2939).

MALAYSIA—Bathroom scales. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Gift packaging preferable. Samples requested. Meyer E. Isaac, E. S. Isaac & Co. Ltd. (importer, exporter, wholesaler, indent agent), 168-A Cecil St., Singapore 1. WTD 9/18/64.

● **SPAIN**—Supply of mail cancelling machines and electromechanical mail classifying machines in the amount of approx. $630,000. Bid deadline Nov. 23. Negociado de Compras de la Seccion Septima (Adquisiciones y Material), Jefatura Principal de Correos, Ministerio de la Gobernacion, Plaza de la Cibeles, Madrid. Specifications may be examined at Madrid's Post Office. Preference on bids given to foreign companies that have local representatives.

SWEDEN—Office machines, plastic binding machines, collators, laminators. Direct purchase and agency. Sten Dahlander AB (importer, wholesaler, sales agent), Hollandaregatan 8 B, Stockholm. WTD 8/11/64.

358 Service Industry Machines

AUSTRALIA—Sonic heater for heating foods. Urethane Industries Pty. Ltd. (importer, manufacturer), 68 Racecourse Rd., Ascot, Brisbane, Queensland. WTD 9/25/64.

ITALY—Laundry equipment such as washing, drying, pressing machines for hotels, hospitals, institutions. Direct purchase and exclusive agency. Fonderie e Metallurgica Capitol, S.p.A. (importer, agent), 13 Piazza della Libertà, Roma. WTD 9/21/64.

361 Electric Transmission, Distribution Equipment

FRANCE—Magnetic circuit breakers. Direct purchase and agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

● **IRAN**—Supply of 13,000 12-v. storage batteries consisting of 2000 units rated 50-55 amp., 1000 units rated 45 amp. and 10,000 units rated 100 amps. Bid deadline Oct. 31. The Foreign Transaction Co., College Square, Alborg St., Tehran.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of miscellaneous iron clad switchgear. Tender No. 144/64, bid deadline Nov. 19. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

FRANCE—Electric and electronic controls for industrial purposes. Direct purchase and

agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

● **IRAQ**—Three portable diesel engine-driven dual operator, 300/300 amp.-combined 600 amp., arc welding sets. Tender No. 140/64, bid deadline Nov. 5. Director General Iraqi Ports Administration, Margil.★ (Telephone: 202-WO 7-5652).

● **JORDAN**—Supply one 5,000 kw generating set with auxiliary equipment. Tender No. 201, bid deadline Nov. 28. Specifications are available either directly from Trans-Jordan Electric Power Co., P.O. Box 618, Amman, cable address ELECTRICO, AMMAN, or their consultants, Kennedy & Donkin, Woking Surrey, England, cable address KINEMATIC WOKING, ENGLAND for fee of $8.40.

● **UAR**—Supply two diesel generator sets capable of running in parallel, self regulating. Engines to be equivalent of Klockner-Humbolt-Deutz AG-Koln, type A12L614, 1500 r.p.m. Generators to be equivalent of A Van Kaick, self regulating, type D2N62/125-4D, 100 kw, 400 v., 50 cycle, switchboard for both generators and two additional small panels for the existing two generators with spares and accessories. Supply two diesel generator sets capable of running in parallel or independently. Engines to be equivalent of Klockner-Humbolt-Deutz AG-Koln, type A12L614, 1500 r.p.m. Generators to be equivalent of A Van Kaick, type D2N62/125-4D, 100 kw, 400 v., 50 cycle. Also instrument panel, electrical control equipment, synchronising panel, auxiliary equipment and spares. Bid deadline Nov. 3, for all four units. The General Organization for Industrialization, (Coal Project) 6 Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-4242).

363 Household Appliances

CHILE—Electric household applicanes such as cooking equipment, refrigerators, washing and drying machines; small household electric appliances. Hijos de Angel Marnich & Cia. (importer, retailer, wholesaler), Errazuriz 873, Casilla 604-A, Punta Arenas. WTD 9/24/64.

GREECE—Small electric kitchen appliances, all kinds. Requests replies from manufacturers only. Direct purchase, exclusive representation. St. A. Pitsos, Metal Industry S.A. (manufacturer, distributor), 8 Parnassou St., Nikaia, Piraeus. WTD 9/30/64.

MALAYSIA—Domestic electric appliances such as hot plates, cookers, kettles, irons, fans. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Requests and will pay for samples. Meyer E. Isaac, E. S. Isaac & Co. Ltd. (importer, exporter, wholesaler, indent agent), 168-A Cecil St., Singapore 1. WTD 9/18/64.

SOUTH AFRICA—Domestic electric clothes dryers, tumbler type, for 220 v. AC. Direct purchase and agency; requests replies from manufacturers or their sole export houses. H. A. Schipper & Co. (Pty.) Ltd. (importing distributor), P.O. Box 2668, Cape Town. WTD 8/31/64.

Electric household cooking equipment and refrigerators; A.C. 220 v., 50 cycles; requests replies from manufacturers or their sole export houses. Phoenix Electrical Suppliers (Pty.) Ltd. (importing distributor), P.O. Box 3677, Cape Town. WTD 10/6/64.

VENEZUELA—Electric household appliances, 110 v., 50 and 60 cycles. Non-Electric (gas and kerosene) household appliances. Direct purchase for distribution; agency. Ponce & Benzo Sucesores, C.A. (importers, distributors, sales agent), Apartado del Este No. 5258, 2a Ave. Santa Eduvigis, Edificio Ponce & Benzo, Caracas. WTD 9/8/64.

364 Electric Lighting, Wiring Equipment

SOUTH AFRICA—Household electric lighting fixtures; requests replies from manufacturers or their sole export houses. Phoenix Electrical Suppliers (Pty.) Ltd. (importing distributor), P.O. Box 3677, Cape Town. WTD 10/6/64.

365 Radio, Television Receiving Sets

MALAYSIA—Phonograph records. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Gift packing preferable. Requests and will pay for samples. Meyer E. Isaac, E. S. Isaac & Co. Ltd. (importer, exporter, wholesaler, indent agent), 168-A Cecil St., Singapore 1. WTD 9/18/64.

SOUTH AFRICA—Household, portable, table radio receivers, phonographs, recorders. Requests replies from manufacturers or their sole export houses. Phoenix Electrical Suppliers (Pty.) Ltd. (importing distributor), P.O. Box 3677, Cape Town. WTD 10/6/64.

366 Communication Equipment

FRANCE—Magnetic detectors. Direct purchase and agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

● **GREECE**—Supply 80 local battery telephone switchboards at estimated cost of $60,000. Tender No. 6372, bid deadline Nov. 25. Hellenic Telecommunications Organization, Supply Dept. 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAN**—Supply 50 field magnetic telephone sets. Tender No. 43/94, bid deadline Dec. 23. Iranian State Railways, Procurement Dept., Section of Adjudications & Contracts, Maidan Rah Ahan, Tehran.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Supply of a 100-line private automatic branch telephone exchange. Tender No. SIG/3/1964, bid deadline Nov. 25. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4823).

MALAYSIA—Commercial/military electronic navigational aids, radar, search & navigation, airborne and shipboard. Requests replies from manufacturers with price quotations cif Singapore. International Aeradio (Far East) Ltd. (importer, retailer, indent agent), Singapore Airport, Paya Lebar, Singapore 19. Attn: Mr. W. Bell WTD 8/28/64.

SWITZERLAND—Fire alarms, burglar alarms. Fred W. Trachsel & Co. (importer, retailer, manufacturer), Kirchlindachstrasse 87, Zollikofen, Bern. WTD 9/25/64.

367 Electronic Components, Accessories

FRANCE—Toric joints, for tightness of rotating shafts. Direct purchase and agency. Electro-Fabrication (importer, dealer), 2 Bis Impasse Thoreton, Paris 15e. WTD 8/10/64.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Spare parts for motor vehicles. Distribuidora de Repuestos de Automoviles S.A. (importer, retailer, wholesaler), Alameda B. O'Higgins 2288, Casilla 13887, Santiago. WTD 9/29/64.

Spare parts for motor vehicles. Julio Musalem e Hijos (importer, wholesaler), Abdon Cifuentes 18, Casilla 556, Santiago. WTD 9/25/64.

Spare parts for motor vehicles. Teofilo Manzur L. (importer, wholesaler), Avda. Bulnes 79, Casilla 13887, Santiago. WTD 9/25/64.

GERMANY—Street cleaning machinery, vacuum type leaf collectors, related items such as used for street and municipal park maintenance. Direct purchase and agency. Bruno E. O. Krieger (importer, sales agent), Nederfeld 32, Hamburg-Lokstedt. WTD 4/16/64.

QATAR—Auto parts, all kinds. Direct purchase and agency. Union Trading Co. (importer, retailer, wholesaler, commission agent), P.O. Box 386, Doha. WTD 9/26/64.

372 Aircraft, Parts

SWEDEN—Aircraft life rescue equipment, all kinds. Direct purchase and agency. AB Flygleveranser (importer, wholesaler, sales agent), Arsenalsgatan 4, Stockholm. WTD 7/29/64.

374 Refrigerator Cars

● **UGANDA**—5 refrigerated freight cars and 1 spare compressor unit including engine and couplings. Bid deadline not indicated. Tender documents may be obtained from the overseas Purchasing Division, East African Railways and Harbors, at any of the following addresses: P.O. box 9061, Dar es Salaam, United Republic of Tanganyika and Zanzibar; P.O. box 30540, Nairobi, Kenya; P.O. box 952, Kampala, Uganda; or from the East African Railways and Harbors Overseas Agents, 4 Millbank, London SW.1.(UK). In all applications refer to Circular No. 20 of Requirements to be Purchased Overseas.

383 Optical Instruments

● **NEW ZEALAND**—One R.F. spectrum analyzer. Tender No. CAQ 175/64, bid deadline Nov. 3. Stores Mgr., Department of Civil Aviation, Private Bag, Wellington. Copies of the specifications are available from the New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C., 20036.

384 Dental Supplies

● **CHILE**—Supply of 32 items comprising dental instruments, equipment, supplies in various quantities. Tender No. 1-29-64, bid deadline Nov. 4. Terms and specifications in Spanish. Correspondence preferred in Spanish. Servicio Nacional de Salud (National Board of Health), Avenida Matta 644, Santiago de Chile.★ (Telephone: 202-WO 7-3518).

SWEDEN—Surgical instruments for one-time use; tweezers. Emca-Produkter (importer, wholesaler, sales agent), Gillerbacken 12, Bandhagen. WTD 8/13/64.

385 Ophthalmic Goods

JAPAN—Spectacle frames, lenses, sunglasses; related ophthalmic equipment. Direct purchase and agency. Sinsei Shoji Co. Ltd. (importer, exporter), 6 Ginza 6-chome, Chuo-ku, Tokyo. WTD 9/30/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Toys and games; infants' goods; children's outdoor wheel goods; amusement novelties of metal, plastic, rubber, for boys and girls. Good quality, medium-priced articles,

including scientific toys; construction sets, electrical and others; pull-type toys; furniture toys; mechanical trains; baby carriages; stuffed animals; musical puppies. Direct purchase and agency. Requests replies in French, price lists, catalogues, from manufacturers only. L. Moinereau (Etablissements) (wholesale dealer), 33ter Rue du Marechal-Leclerc, Niort, Deux-Sevres. WTD 9/24/64.

Stuffed animals for children. Direct purchase and agency. Requests replies from manufacturers only. Paul Jolivet (commission merchant), 86 Ave. Felix Faure, Paris 15e. WTD 8/12/64.

MALAYSIA—Water ski and sea-sport accessories: requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Kua Ah Peng, The Outboard & Marine Co. (importer, exporter, retailer, wholesaler), 779 North Bridge Rd., Singapore 7. WTD 8/19/64.

SWITZERLAND—Sporting goods, mainly winter-sport and camping articles; direct purchase and agency. Karl Luthard, Jr. (importer, retailer), 490 Buchstrasse, 8116 Wurenlos/AG. WTD 9/25/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—School and office supplies such as pencils, pens, all kinds. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Notions such as hand or sewing machine needles, safety pins, common pins, zippers, fasteners. Direct purchase and agency. Flihal & Cie (importer, dealer), 50 Rue des Marais, Paris 10e. WTD 9/8/64.

HONG KONG—Plastic sequins for garments. Requests replies from manufacturers/exporters. Considers placing trial order amounting to approx. $1,500. Mee Koon Imitation Jewelery Factory (manufacturer), 94 Bonham Strand, East, P. O. Box 3575, Hong Kong. WTD 9/29/64.

398 Brooms, Brushes

● **BURMA**—Hard deck broom with handle, 2050; 6″ hand scrub brush, 3405; soft hand bannister brush, 2170; brush, w.c., mop head, 1890; steel wire brush, wood handle, 12″ long overall x 2″ wide, flat wire, 11 x 5 knots, wire 2″ out, 1830; steel wire brush, wood handle, 8″ long overall x 2″ wide, jute strap, flat wire, 1⅜″ out, 1715; rubber squeegee, 15″ blade, with handle, 685; file cleaner brush with handle, 295. Samples required. Tender No. 23/06/GH (G) 64, bid deadline 4 p.m., Nov. 12. Secretary, Peoples Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2923).

● **IRAQ**—Bass brooms, with handle, 48″, 3000; soft hair cleaning brooms, with handle, 48″, 1000; soft bannister brushes, 1000; lavatory brushes, 300; deck brushes, with handle, 48″, 2000; hand scrubber deck brushes, double winged, 2000; steel wire brushes, leather handle, 3″ wire, 1000; hand steel wire file brushes, 8″ x ½″ wire, 300; wire boiler tube brushes, 2¾″, 50; letter pencil brushes, 300; flat paint brushes (1″, 200; 2″, 600; 2½″, 600; 3″, 600; 6″, 300); coal tar brushes, 48″ handle, 100. Samples and cash deposit or bank guarantee required. Tender No. 145/64, bid deadline 12 noon, Nov. 12. Director General, Iraqi Ports Administration, Margil.★ (Telephone: 202-WO 7-2923).

399 Manufacturing Industries

SOUTH AFRICA—Tobacco pipes, cigarette holders, smokers requisites; exclusive agency and direct purchase; requests replies from manufacturers or their sole export houses. Bernard Dogon (Pty.) Ltd. (manufacturers' agent, importing distributor), P. O. Box 3679, Cape Town. WTD 10/1/64.

251 Household Furniture

GERMANY—Furniture for infants: beds, nursery chairs, play pens. Ludwig Jander (sales agent) Rennbahnstrasse 192, Hamburg-Wandsbek. WTD 10/5/64.

264 Converted Paper, Paperboard Products

PHILIPPINES—Paper for printing books; business forms. Diolosa Publishing House (printer, wholesaler, retailer), Bonifacio Drive, Iloilo City. WTD 9/10/64.

280 Chemicals

FINLAND—Pharmaceuticals, chemicals; requests replies from manufacturers only. Oy Santomo AB (importer), Kaisaniemenkatu 13B, Helsinki. WTD 3/22/63 on parent firm Lejos Oy.

281 Industrial Chemicals

AUSTRALIA—Broad range of industrial chemicals, particularly those used in paint, textile, ceramics, leather, gas industries. Direct purchase and agency. Maurice J. Sofair & Co. (importer, exporter, manufacturers' agents), 16-18 Hunter St., Sydney. N.S.W. WTD 4/28/64.

FINLAND—Chemicals for use in paper industry; requests literature, price lists. Valtameri Oy (importer, exporter, wholesaler), P.O. Box 6228, Helsinki. WTD 9/4/64.

Chemicals. Tarveaine Oy (importer,) Aleksanterinkatu 36, Helsinki. WTD 3/12/63.

ISRAEL—Lead stearates, barium and cadmium stabilizers, hard wax. Desires exclusive agency. Requests replies from manufacturers; offers to include price lists, delivery terms. Raphael Meltz (agent), 87 Allenby Rd., P.O. Box 950, Tel Aviv. WTD 9/23/64.

NORWAY—Chemicals such as ammoniumchloride, ammoniumnitrate, butanol, centralitt, (Jahn specification E-252), diammoniumphosphate, epoxi resin 1004 (Epikote), phurphurylalcohol, ethyleneglycol, glycerine, guanidinhydrochloride, isobutanol, calcium saltpeter, cornstarch, conc. mimosa, monoammoniumphosphate, monoethanolamine, nitrodiphenylamine, resorsine, caseine, tolnol, urea, xylol. Erichsen & Langseth A/S (manufacturers' agent), 4 Klingenberggaten, Oslo. WTD 9/25/64.

SWITZERLAND—Chemicals for paint, lacquer, paper, adhesive-aromatic, pharmaceutical, soap (detergent) industries. Firm desires only contacts with manufacturers. Prochem AG., (importer, manufacturers' representative), Lagerstrasse 33, 8004 Zurich. WTD 9/10/64.

Essential oils, aromatic chemicals: muskxylol; vanillin ex lignin; heliotropine; heliotropine-bisulphite; bornylacetate; l-naphtoe acid bencylester, chem. pure. Geobell A.G. (importer, retailer), Marktgasse 4, 8001 Zurich. WTD 9/24/64.

282 Synthetic Materials

ISRAEL—Synthetic resins, other raw materials for plastics industry. Invites prompt offers from manufacturers only, including catalogs, price lists, delivery terms. Exclusive agency. Raphael Meltz (agent), 87 Allenby Rd., P.O. Box 950, Tel Aviv. WTD 9/23/64.

SOUTH AFRICA—Plastic raw materials: polypropylene, cellulose acetate butyrate, polycarbonate, tetrafluoroethylene. Agency only; requests replies from manufacturers. W. K. Croxton (Pty.) Ltd. (manufacturers' agent), 20th Floor, Sanlam Centre, Foreshore, Cape Town. WTD 9/12/63 on Johannesburg head office.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

FINLAND—Food processing products, especially for candy, marmalades, meats; meat preparations; spices, aromatics. Tarveaine Oy (importer), Aleksanterinkatu 36, Helsinki. WTD 3/12/63.

203 Canning, Preserving Sea Foods

FINLAND—Fruit from Calif.; requests literature, price lists. Valtameri Oy (importer, exporter, wholesaler), P. O. Box 6228, Helsinki. WTD 9/4/64.

204 Grain Mill Products

ISRAEL—Pancake and cake mixes. Requests prompt offers including descriptions, catalogs, prices. A. Putziger (manufacturers' representative), 7 Sarah St., P. O. Box 1438, Haifa. WTD 11/6/63.

222 Broadwoven Fabric Mills, Manmade Fiber, Silk

SWITZERLAND—Nylon fabrics for interfacings, ski-blouses, parkas. Requests replies from manufacturers, exporters. Wiprachtiger & Co. (manufacturers' representative), Bahnhofstrasse 63, 8023 Zurich. WTD 9/29/64.

229 Textile Goods

AUSTRALIA—Laces, all types, particularly Rochelle. C. F. Dwyer (manufacturers' representative), 181 Clarence St., Sydney, N.S.W. WTD 10/2/64.

234 Women's, Misses', Children's, Infants' Under Garments

GERMANY—Underwear for expectant mothers and infants. Ludwig Jander (sales agent), Rennbahnstrasse 192, Hamburg-Wandsbek. WTD 10/5/64.

236 Children's, Infants' Outerwear

GERMANY—Outerwear for infants. Ludwig Jander, (sales agent) Rennbahnstrasse 192, Hamburg-Wandsbek. WTD 10/5/64.

321 Flat Glass

ISRAEL—Window glass, 7mm and up; plate glass, all thicknesses. Invites prompt offers from manufacturers only. Requests price lists, catalogs, delivery terms. Exclusive agency. Raphael Meltz (commission agent), 87 Allenby Rd., P.O. Box 950, Tel Aviv. WTD 9/23/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FINLAND—Kaolin; requests literature, price lists. Valtameri Oy (importer, exporter, wholesaler), P.O. Box 6228, Helsinki. WTD 9/4/64.

353 Construction Machinery

GERMANY—Construction machinery, all types. Agency representation for the Federal Republic of Germany. Wilhelm Schaefer (wholesaler, sales agent), 95 Darmstaedterstrasse, 6148 Heppenheim. WTD 9/25/64.

354 Metalworking Machinery

GERMANY—Machine tools for optical and precision mechanics industries. Otto Warncke (sales agent), Humboldtstrasse 62, Hamburg, 22. WTD 10/5/64.

SWITZERLAND—Novelties in metalworking tools and machine tools. Hans Joss (importer, wholesaler, retailer), 54 Rothstrasse, 8057 Zurich. WTD 9/18/64.

355 Special Industry Machinery

CHILE—Equipment, machinery, tools for complete cattle and poultry slaughterhouse. Ingacin, Ingenieria y Agencias Industriales (sales agent), Agustinas 814, Oficina 406, Casilla 2262, Santiago. WTD 9/25/64.

FINLAND—Wool plant processing machinery; textile machinery; requests replies from manufacturers only. Oy Santomo AB (importer), Kaisaniemenkatu 13B, Helsinki. WTD 3/22/63 on parent firm Lejos Oy.

Light machinery and equipment for use in preparing food products. Tarveaine Oy (importer), Aleksanterinkatu 36, Helsinki. WTD 3/12/63.

Machinery and equipment for use in paper industry; requests literature, price lists. Valtameri Oy (importer, exporter, wholesaler), P. O. Box 6228, Helsinki. WTD 9/4/64.

357 Office, Computing, Accounting Machines

FINLAND—Adding machines, new products in business machine line; requests brochures, price lists from manufacturers not already represented in Finland. Konttorikoneliikkeiden Oy (importer), Kansakoulukatu 5B14, Helsinki. WTD 10/31/63.

358 Service Industry Machines

SWITZERLAND—Laundry machinery, steam presses, dry cleaning equipment; for commercial use. Oser & Schmid (importer, manufacturers' representative), 23 Hatschenstrasse, 8953 Dietikon. WTD 9/30/64.

363 Household Appliances

FRANCE—Vacuum cleaners, waxing and polishing machines, heaters, mixers. Tornado France (manufacturer), 98 Bld. Pereire, Paris 17e. WTD 6/22/64.

367 Electronic Components, Accessories

AUSTRALIA—Relays, electrical, from miniature to 20 amps., telephone and resonant types. Requests replies from manufacturers only. D.P.R. Products Pty. Ltd. (importer, wholesaler, manufacturer), Standish Rd., Rocklea East, Brisbane, Queensland. WTD 9/30/63.

371 Motor Vehicles, Motor Vehicle Equipment

FINLAND—Automotive accessories, repair or maintenance equipment; requests replies from manufacturers only. Alvar Tarkio Oy (manufacturer, wholesaler, importer), Kilo. WTD 3/7/63.

384 Surgical, Medical, Dental Instruments

GERMANY—Medical instruments, apparatus: syringes, plain and toothed forceps. Ludwig Jander (sales agent), Rennbahnstrasse 192, Hamburg-Wandsbek. WTD 10/5/64.

394 Toys, Amusement, Sporting Goods

FRANCE—Balloons, other rubber toys. Stuffed animals; paper, plastic, mechanical toys. Charles Rodrigues (commercial merchant), 76 Ave. des Champs Elysees, Paris 8e. WTD 7/9/64.

Construction Projects

AUSTRALIA—(1£ = US$2.24). The State Government of New South Wales (Australia) will build a four-lane **traffic tunnel** under King's Cross to Rushcutters Bay, in Sydney. Construction of the tunnel, to cost about £3,750,000 would start no later than June 1966. The Department of Main Roads is now preparing preliminary plans. The tunnel will extend from the eastern end of William St., near King's Cross, to South Head Rd., near McLachian Ave., in the inner city area. P. D. Hills, Minister for Highways, said the department had decided against an additional proposal for a highway around the water front and bridging Elizabeth and Rushcutters Bays because of the cost. The tunnel was proposed by the Government's American engineering consultant, De Leuw, Cather and Co., in its recent report to the Department of Main Roads for traffic improvement between the city and Double Bay.

BRAZIL—(100 cruzeiros = approx. US.16¢). The working group appointed to study the present and future electric power needs of Sao Paulo State has recommended construction of a **thermal plant** and an **atomic energy plant.** The former, to use coal from Santa Catarina or heavy oil, would have a capacity of 250,000 kw., giving annual generating capacity of 1,533,000,000 kw.-h. with a 70% load factor. The plant would probably be located near Sao Sebastiao where the state is planning construction of a port designed to handle bulk materials. Cost is expected to be around Cr. $40 billion, with Cr. $17 billion in national currency to be raised in three years and the remainder to be financed through operation of the plant itself. The atomic energy plant would also have an installed capacity of 250,000 kilowatts, with the possibility of generating another 1,533,000,000 kw. annually in the same conditions as the thermal plant. Location has not been established. Cost is estimated at Cr. $100 billion with Cr. $33 billion in national currency to be obtained in four years and the remainder from operation of the plant. The working group has proposed immediate execution of the program so that the thermal plant can begin operation in 1967 and the atomic plant in 1969. The group's report has been presented to the Governor and various federal agencies. **Write:** Sao Paulo State Secretariat of Public Works.

A technical study covering a proposed north-south 425-mile **highway** bisecting Brazil's northeastern State of Ceara, will be financed through an Alliance for Progress grant from the Agency for International Development. AID will contribute $218,000 and local currency equivalent of $60,000 toward a six-month engineering and economic study of a highway designed to promote the state's rural and urban growth. The road project will open new territory to settlement and development and join with existing state and federal highways. The southern terminus of the 425-mile road project is at Crato, while the northern terminus is at Camocim on the Atlantic Ocean coast. Fifty-three miles of the proposed route have been completed under other projects. The survey contractor is the engineering firm of Knoerle, Bender, Stone & Co. of Baltimore. Under its agreement with AID, the firm will prepare an economic and engineering feasibility study of the proposed highway; review and redraft existing designs for 136 miles of the road, and develop plans for about 236 miles of new road. The Ceara project is part of a long-range road improvement program for the Northeast states which is being carried out by Sudene, the Brazilian Government agency responsible for development of the area, with technical and economic assistance from the U.S.

CANADA—(C$10 = US$9.25). Fish protective facilities for Atlantic salmon and trout as recommended by the federal department of fisheries for the proposed dam at Mactaquac on the St. John River, were accepted in total by the New Brunswick government, it was announced jointly by Federal Fisheries Minister Hedard J. Robichaud, and New Brunswick Electric Power Commission Chairman D. A. Riley. A new combination of facilities will provide for the transport of adult salmon and trout past the dam by specially designed serated and temperature-controlled tank trucks and for hatching and rearing young salmon at the dam site. The fisheries proposal was developed by department of fisheries biologists and engineers who were responsible for recommending the most effective arrangement of facilities to maintain runs of fish, particularly salmon, to the St. John River following the construction of the Mactaquac project.

A number of combinations of fish protective facilities and techniques including various fish lifting devices, trucking and hatcheries were considered. Under the present circumstances the approved scheme is the one considered capable of providing adequate protection for both the important commercial and angling salmon fisheries. It is proposed to trap upstream migrating salmon and trout below the Mactaquac installation. A number of these salmon will be retained and later spawned at the on-site hatchery to provide 500,000 smelts (young salmon) annually. The surplus salmon plus the migrating trout will be truck-transported to prearranged release sites in the upper river.

Write: U.S. Consulate, 206 Union St., Saint John, New Brunswick.

EL SALVADOR—(2.50 colones=US $1). The Government will soon request bids for five **road projects** totaling 150 kilometers at a cost of approximately 9 million colones. Involved are: La Chichella-Sonsonate segment (43 km. primary); Sonjacate-San Jorge (26 km. secondary); Santa Tecla-Teotepeque (31 km. terciary); Santo Tomás-Cojutepeque (42 km. terciary); and San Ramón-km. 51 (Interamericana-18 km. terciary). **Write:** Ministro de Obras Publicas, San Salvador, El Salvador.

GUATEMALA—(100 quetzales=US $100). The National Electrification Institute (INDE) will be given the funds needed to complete a number of **electrification projects.** Law 275 authorizes tthe Minister of Finance to investigate and obtain financing for realization of the following projects: Los Esclavos hydroelectric plant in Santa Rosa Province—(presently under construction under IDB loan, with execution of public tender # 1-64 for construction of the 55½-km. transmission line awarded recently to Cia. Generale d'Enterprises Electriques de France; El Porvenir, a 1200-kv. hydroelectric plant in Escuintla Province, work on which had been suspended pending completion of the UN-financed Acres International, Ltd. study; Turun-Marinala hydroelectric project in San Marcos Province; a thermoelectric plant in Escuintla Province; Atitlan Hydroelectric project in Solola Province, a $60-million, 300,000-kv.-a. installation; and the interconnecting lines between these and already existing centers. Write: National Electrification Institute, Guatemala City.

MALAWI—(1£ = US $2.80). The Imperial Tobacco Co., the largest tobacco purchaser in Malawi, intends to spend approximately £60,000 to expand its operations. An additional 20,000 square feet of **storage space for tobacco** is to be built, and a new **tobacco redrying machine** installed. The company's **sawmill** is also to be enlarged. The company owns over 4,000 acres of bluegum timber and makes its own containers for shipping tobacco abroad.

SAUDI ARABIA—(100 riyals = US$20). The Council of Ministers has approved construction of a new **Prince Feisal Hospital** to be built in Taif and authorized an expenditure of 3.5 million Saudi riyals ($778,000). Tenders on the project, open to both foreign and domestic contractors, will be announced before the close of the Saudi fiscal year, Nov. 4.

SOUTH AFRICA—(1 rand = US$1.41). Chrysler South Africa (Pty.), Ltd., announced that it is embarking on a R25 million ($35,250,000) **expansion program** in South Africa. The lion's share of this investment, described as "the biggest single investment yet made in South Africa for a manufacturing program in the car industry," will go into the construction of an entirely new plant somewhere near Johannesburg (the existing assembly plant, at Elsies River, Cape Province, will remain in operation and will be expanded at a cost of R500,000).

The new plant will have an assembly line and complete facilities for the manufacture of engines, rear axles and transmissions. Initially it will concentrate on the assembly of 225 cubic-inch, six-cylinder engines, and will begin operating by late 1965. It will dwarf the Elsies River assembly plant in area and number of employees, covering 300 acres and employing 2,000 workers, most of whom will be Africans. With 1 million square feet of floor working space, a maximum capacity of 200 vehicles per day and the largest parts warehouse in South Africa, the new plant should assure Chrysler of a large part of the South African car market in years to come. Today Chrysler products are far down the list in number of units sold.

UNITED KINGDOM—(1£ = US$2.80). Ernest Marples, Minister of Transport, has announced the **Channel tunnel** is now a certainty. He predicted it would be completed in 10 years.

Test borings have already begun, and a geological survey (by a U.S. firm, Edgerton, Germeshausen and Grier, Inc., of Boston), should be finished early next summer. The findings then will be studied by the Government; actual construction will take about six years.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Hugh M. Perrier, representing Distributors Corp. Pty. Ltd., 24-26 Johnston St., Fitzroy, Victoria, interested in manufacture of **electronic equipment, consumer plastics, small electrical appliances** and **vacuum cleaners.** Nov. 3 via New York for three weeks; c/o J. Kempthorne, Felt & Textiles of Australia, Ltd., 420 Lexington Ave., New York, N.Y.; P. E. Busse, Distributors Corp. of Australia, Ltd., 5625 Varna Ave., Van Nuys, Calif. Itinerary: New York, Los Angeles, Rochester, Bridgeport, Conn.

Theo. Raymond Scales representing Brakemaster, (Pty.), Ltd., 54 City Rd., South Melbourne, Victoria, interested in arranging agency or direct facilities with U.S. manufacturers of **specialized automotive engineering equipment, friction materials.** Here for 6 days, c/o Qantas Airways, 542 Fifth Ave., New York. Itinerary: New York, Chicago, San Francisco.

EL SALVADOR—Felipe Rovira, representing Organizacion Rovira Mixco (Eliseo Rovira Verdu), Apartado Postal 1392, San Salvador, interested in exporting **handmade native products, bottle cases for soft drinks.** Also requesting technical information on kilns for drying wood. Here for about 40 days. c/o Department of Commerce Field Offices in itinerary. Itinerary: Eastern seaboard cities, Los Angeles, San Francisco.

ENGLAND—David R. Gooch, representing The Dial Recording Co., Ltd., 16 Harley Rd., Hampstead, London, NW.3, interested in negotiating purchase, sale or lease of **master tape recordings** of music, artists of all types for use as phonograph records. October 26 via New York for 16 days. c/o British Consulate General, 845 3d Ave., New York. Itinerary: New York.

GHANA—Carl D. Reindorf, representing Reindorf Public Relations Services, P.O. Box 2643, Accra, interested in: meeting public relations men in industry, finance, transport and government; contacting manufacturers **(building materials, children and teenage clothing, shoes, chemicals, cosmetics, machinery for making plastics, television sets, food processing equipment, second-hand trucks, buses and cars, auto spare parts)** on behalf of Ghanaian firms. Requesting technical information on advanced public relations techniques. Here to Oct. 31 returning middle November. c/o Kaiser Industries Corp., 300 Park Ave., New York. Itinerary: New York, Chicago, Washington.

KENYA—Mrs. R. Groner, representing Rachelle, Ltd., P.O. box 488, Nairobi, interested in importing **ladies' garments.** Here to Nov. 3. c/o Mrs. I. Kaplan, 113 E. 30th St., Paterson, N.J. Itinerary: As required.

K. R. Raja, representing R. Raja and Sons, P.O. Box 9510, Nairobi, interested in contacting manufacturers of **grey sheetings machinery and material** (a type of coarse cotton material to be manufactured locally) and requesting technical information on installation of machinery for above process. End of October via New York for two weeks; c/o General Export Clothing Corp., 401-407 Lexington Ave., Brooklyn 16, N.Y. Itinerary: New York.

Vraj Dodhia, representing Dodhia Trading Stores, P.O. box 2686, Nairobi, interested in visiting **plastic and fertilizer industries plants, match and cardboard box factories** and requesting technical information on installation and technical know-how of above lines. Here for four weeks. c/o B. Kaufman, 224 Pearsall Pl., Woodmere, L.I., New York. Itinerary: New York, possibly others.

Hassanally Mussa Jetha, Director, Mussa Jetha & Sons, Ltd., also representing Pharma Photo, (East Africa), Ltd., P.O. box 261, Mombasa, interested in meeting with manufacturers and/or exporters of **cycles, accessories, hosiery, consumer goods, watches, clocks.** November via San Francisco for one week. c/o Embassy of Kenya, 733 3d Ave., New York. Itinerary: San Francisco, New York.

RHODESIA—F. E. Sinek, representing Saltrama Plastics (Pvt.), Ltd., P.O. Box 2139, Salisbury, interested in import of **plastic materials.** Oct. 26 via New York for five weeks. c/o J. Gerber & Co., Inc., 855 Avenue of the Americas, New York 1, N.Y. Itinerary: New York, Boston, Chicago, San Francisco, Los Angeles.

UGANDA—A. E. Brown, General Mgr., Uganda Hotels, Ltd., Ralli House, Obote Ave., P.O. box 3473, Kampala, interested in purchase of **hotel equipment.** Also will participate in National Hotel and Motel Exposition, New York, N.Y., Nov. 10-13. Nov. 9 via New York for 10-14 days. c/o W. K. Seeleg, General Mgr., 49th National Hotel and Motel Exposition, 141 W. 51st St., New York, N.Y., 10019. Itinerary: New York.

Summary of several articles available in limited supply

A quarterly summary of planned construction projects, contract award stories, United Nations Special Fund and significant foreign government engineering or construction tenders that have been published in INTERNATIONAL COMMERCE and the COMMERCE BUSINESS DAILY during June, July and August is available to U.S. firms from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request. The summary may also be seen at any of the 42 Department of Commerce Field Offices.

The Summary alphabetically lists country and category of project within the country and gives names and addresses of contacts as well as citation of original publication dates. Only a limited supply is available. Requests will be filled as long as the supply lasts.

Leads for Importers

203 Canning, Preserving Foods

CHILE—Frozen shrimp, prawn; exporter seeks U.S. buyers. Promar, Ltda., 14 Norte 1335, Vina del Mar. WTD 9/22/64.

FRANCE—Canned vegetables and fruits of good quality such as green beans, peas, celery (hearts and pieces), prunes in syrups, others available for exportation in standard tin cans; also jam in glass jars, dried prunes d'Ente. Direct sales to importers preferred. Etablissements Nani-Clau, Saint-Etienne-de-Fougeres, Lot-et-Garonne. WTD 9/30/64.

223 Broad Woven Fabric Mills, Wool

FINLAND—Association of four Finnish mills producing textiles, especially rugs, travel rugs, scarfs, draperies, and yarns wishes to establish permanent sales outlets in U.S.; seeks agency representation in main marketing areas. Interested importing houses or representatives will be provided brochures and price lists upon request. Villayhtyma Oy, Etelaranta 8, Helsinki. WTD 4/12/62.

243 Prefabricated Structural Wood Products

MALAYSIA—Veneer core, veneer from meranti (like Philippine mahogany). Nanyang Sawmill Co., Ltd., 280 Padungan Rd., P.O. box 442, Kuching, Sarawak, Attn: Mr. C.T. Chu. WTD 6/23/64.

262 Paper Mills, Except Building

CHILE—Manufacturer/exporter seeks U.S. buyers for cellulose, sulphite, newsprint paper. Industrias Forestales S.A., Agustinas 1325, Casilla 9201, Santiago. WTD 9/15/64.

303 Reclaimed Rubber

IVORY COAST—Firm can currently supply 10 tons per month raw rubber. S.E.C.F. (Societe d'Exploitation de Caoutchouc de Fleo), B.P. 41, Guiglo. WTD 10/2/64.

393 Musical Instruments, Parts

FINLAND—Manufacturer of musical equipment interested in exporting its pianos, "Fazer Piano" trade-mark; components are German-made, exteriors manufactured locally. Oy Musiikki Fazer Musik Ab, Aleksanterinkatu-11, Helsinki. WTD 2/12/63.

Vietnamese Government to buy training course equipment

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, Viet-Nam, has issued Tender No. 1491-25094 for various tools and equipment to be used in training courses in Viet-Nam.

Various items for tailoring, leatherworking, woodworking, automotive, radio and electricity maintenance will be purchased. Bid deadline is in November.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202 WO 7-5589.

New Books and Reports

***An Antitrust Primer: A Guide to Antitrust and Trade Regulation Laws for Businessmen.* By Earl W. Kintner. Published by the Macmillan Company, New York. October 26, 1964. 316 pp. $7.95.**

A guide to antitrust and trade regulation laws for the business executive and the general legal practitioner, the book covers monopolization, mergers, patents, boycotts, price fixing, contracts and advertising.

"An Antitrust Primer" contains a summary of the background and substance of antitrust and trade regulations. Special attention is given to the Robinson-Patman price discrimination act and to the role of the Justice Department.

A large section of case studies describes deceptive schemes, how they operate, and what to avoid.

Write: The Macmillan Company, 60 Fifth Avenue, New York, N.Y. 10011.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Selling in Turkey. OBR 64-97. 8pp. Describes the road to selling for foreigners in Turkey, commercial practices, marketing aids, Government purchasing and procurement procedures, selling under U.S. Government programs, and gives notes of interest to business travellers in Turkey.

What Can You Sell In the Netherlands? OBR 64-101. 9pp. Provides a glance at the Dutch market for foodstuffs, tobacco and raw materials, mineral products, semi-manufactures, finished manufactures, and gives important sales points for firms trying to develop a Dutch market.

Basic Data on the Economy of Laos. OBR 64-105. 10pp. Provides information on the nation's economic structure, transportation system, finances, utilities, private investment, development programs, exports, imports and conditions of trade.

Basic Data on the Economy of Jordan. OBR 64-106. 7pp. Contains basically the same types of information as OBR 64-105, above.

Foreign Trade Regulations of Iceland. OBR 64-107. 8pp. Reviews Iceland's trade policy, import tariff system, sales and other internal taxes, types of documentation, labeling, marking and packing requirements, special customs provisions, and nontariff import controls.

Selling in Switzerland. OBR 64-108. 13pp. Contains basically the same types of information as OBR 64-97, above.

***Rundt's Overseas Market Reports. (India, France, Argentina, El Salvador, Guinea and South Africa).* Published by S.J. Rundt & Assoc., New York, August-October 1964. 25-60 pp., mimeographed. $25 each, except India, France and Argentina: $35. (Annual Subscription fee $100 for 25-30 such country surveys scheduled each year).**

Recent overseas area economic surveys, giving detailed examination of population; economic and industrial analysis and trends; international trade by countries; monetary, financial, banking and fiscal review.

Write: S.J. Rundt & Associates, 130 East 63rd Street, New York 21, N.Y.

***Directory of Kentucky Exporters.* August 1964. Kentucky Department of Commerce, Capitol Annex, Frankfort, Ky., 40601. 20 pp. Free.**

This directory lists 142 exporters in Kentucky exclusive of Louisville. The alphabetical guide names for each manufacturing firm the company products, executive responsible for export sales, and countries to which largest shipments are sent. In two separate sections, products are listed by SIC number and by name.

Information on Louisville exporting and importing firms is presented in the World Trade Directory of Metropolitan Louisville, available from the Louisville Chamber of Commerce, 300 West Liberty St., Louisville, Ky., 40202.

***The Market for Selected Photographic Products in the United Kingdom and France.* U.S. Department of Commerce. 1964. 27 pp. 15 cents.**

One of a series of market studies by the Business and Defense Services Administration, the report summarizes for each country its domestic production, distribution, consumption, imports, competitive market factors, business practices, tariffs nontariff restrictions, and export potential for U.S. products.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—751996/18

Calendar *for international traders*

October

26—Michiana World Trade Club, Miles Laboratories, **Elkhart, Ind.**

27—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit.**

27—Fourth in a series of 7 bi-weekly "Show You" In-Office Workshops—Commerce Department's **St. Louis** Field Office. Sponsors: Sales & Marketing Executives Association in cooperation with REEC, and Field Office.

27—Mobile "Profits in Exports" Conference, For-Hills Restaurant, **Newark, N.J.,** 11:30 a.m. Sponsors: Belleville Chamber of Commerce, U.S Department of Commerce and the New York Regional Export Expansion Council.

27—"Open House-Banker's Day", **New Haven, Conn.** Speaker: Lawrence C. McQuade, Deputy Asst. Secretary of Commerce for Policy Planning. Sponsor: SAAB Motor Co.

27—Steel Service Center Institute, Williamsburg Lodge, **Williamsburg, Va.** Speaker: George Donat, Administrator, BDSA.

28—"Department of Commerce Night," monthly meeting, World Trade Club of Cincinnati Chamber of Commerce, Sheraton-Gibson Hotel, **Cincinnati.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

28—Export Techniques Workshop, monthly meeting, Field Office, **Houston.** Sponsors: Field Office, Department of Commerce; REEC.

28—Milwaukee International Trade Institute, 10-week course, Marquette University, **Milwaukee.** Sponsors: Milwaukee World Trade Club, Inc.; Marquette University; REEC.

28—Export Seminar, Holiday Inn, **Montgomery, Ala.** Sponsors: Chamber of Commerce; REEC; Field Office, Department of Commerce.

28—In-office conference on Men's apparel, Field Office, **Philadelphia.**

28—"Department of Commerce Night"—Monthly Meeting of the World Trade Club of **Cincinnati** Chamber of Commerce at the Sheraton-Gibson Hotel. Speaker: E. E. Schnellbacher, Asst. Director of Bureau of International Commerce.

29—"Mechanics of Exporting" seminar, 1st of 6 weekly sessions, **Pittsburgh.** Sponsor: World Trade Council.

29—Mobile "Profits in Exports" Conference, Chamber of Commerce of **Irvington, N.J.** Sponsors: Chamber of Commerce of Irvington; New York Field Office, U.S. Department of Commerce; and New York Regional Export Expansion Council.

29-30—North Carolina Textile Export Symposium, W. F. Fancourt Co., **Greensboro,** N.C. Speaker: Jacob Schaffer, BDSA. Sponsor: W. F. Fancourt Co.

30—National Assn. of Credit Management, Eastern Division meeting, Pittsburgh Hilton Hotel. **Pittsburgh.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

31—Inventors Congress and Space Symposium, **Little Rock, Ark.** Speaker: Roy L. Morgan, Director, Office of Field Services.

November

2—Export Training Course, 1st of 7 weekly sessions, 6:20-8:20 p.m., Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Long Island University; REEC; Field Office, Department of Commerce; Small Business Administration.

3—In-office Export Conference, Field Office, **Minneapolis.** Sponsors: REEC; Field office, Department of Commerce.

3—In-office meeting, Field Office, **Jacksonville, Fla.**.

5—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: REEC; Field Office, Department of Commerce.

6—Cincinnati Regional Export Expansion Council Meeting—Sheraton-Gibson Hotel, **Cincinnati.**

6—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

10—Automotive Exporters Club of Chicago Builders Building, **Chicago.**

10—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York.** Speaker, Jay B. Langner, President, Hudson Leasing Corporation.

12—Export Trade Workshop, Federal Building, **Minneapolis.** First of five weekly sessions. Sponsors: Minnesota World Trade Association, Department of Commerce, Regional Export Expansion Council, Small Business Administration, Chambers of Commerce.

12—International Trade Club of Chicago, Sherman House, **Chicago.**

12—World Trade Luncheon Seminar, World Affairs Council of Philadelphia, John Wanamaker Store, 3rd Floor Gallery, 13th and Market Streets, **Philadelphia.**

18—Export Expansion Seminar, Scranton Chamber of Commerce Building, **Scranton, Pa.** Sponsored by the Pennsylvania Power and Light Co., Scranton Chamber of Commerce and Philadelphia REEC.

18—Foreign Trade Credit Group, Chicago-Midwest Service Corp. Morrison Hotel, **Chicago.**

19—REEC meeting, 2 p.m., Field Office, **Philadelphia.**

19—Sales and Marketing Executives of Southern New Jersey, Kenney Suburban House, Route 70, **Cherry Hill, N.J**—Trade Fair Citation Presentations.

19—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

23—Michiana World Trade Club, Tyler Refrigerator International, **Niles, Mich.**

December

2-3—Republic of Germany Seminar, DePaul University, **Chicago.**

4—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

8—Automotive Exporters' Club of Chicago, Builders Building, **Chicago.**

10—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

15—Monthly luncheon meeting, International Executives Association, in cooperation with the International Advertising Assn. Hotel Statler Hilton, **New York.** Speaker—Stanley J. Randall, Minister of Economics and Development for the Province of Ontario, Canada.

18—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

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